A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

January 24, 1966

New sales impact for U.S. exhibitions in Latin America

Business Bulletins *from around the world*

AUSTRALIA—General Telephone & Electronics International, Inc., awarded $575,000 contract to manufacture 350-mile microwave communications system to transmit telephone calls and television programs here. First shipment of equipment expected in March; system scheduled to go into operation by year's end.

BELGIUM—Subsidiary of West Virginia Pulp and Paper Co., U.S. producer of paper, paperboard and woodpulp, to be established in Brussels. New subsidiary, Westvaco Europe S.A., will permit better servicing of customers, closer coordination with agents. Westvaco Europe to handle sales of woodpulp, paper, paperboard in Austria, Belgium, France, Greece, Italy, Luxembourg, Netherlands, Portugal, Spain, Germany; also will service customers, agents in Iran, Iraq, Lebanon, Turkey.

CHILE—New plant, Farmo-Quimica Del Pacifico, installed to supply hydrogen peroxide for manufacture of textiles, plastics, also for bleaching wood pulp, paper, wool, linen.

Quimica Hartins, S.A., another new industrial plant, to extract aromatics used in paints, printing inks, glue, resins, industrial adhesives.

ETHIOPIA—Plywood factory to be established at Jimma by Kaffa and Illubabor Wood Industry. German firm, Henschel Co., will participate in project.

New Addis Ababa paint factory owned by National Chemical Industry to start next spring to produce 100 tons of paint a year. Production of oil paints also anticipated.

FRANCE—Imports of all types of coal in 1965 (17 million metric tons) declined by 13.7% by comparison with 1964. Imports from the U.S. (2,030,000 metric tons) increased by 0.75%. Imports from USSR (1.5 million) and Poland (435,000) decreased by 8.1 and 19.4%, respectively. French domestic coal production declined by 3% to 51.4 million metric tons.

1965 GNP in current prices estimated at $91.9 billion, compared with $87.5 billion in 1964. Increase over 1964 estimated at 2.5% in real terms.

Government modifies foreign exchange control regulations to permit residents to engage more freely in forward sales of foreign exchange expected to be received from non-residents, and spot and forward cover for payments to non-residents. New regulation permits establishment of partial or complete cover operations for all foreign exchange transactions with non-residents. Under previous regulations, forward cover was available only for specific types of transactions, including imports and exports.

MALAYSIA—First flour mill, $13.3 million project, now in operation. It is largest flour mill in Southeast Asia; will be able to meet Malaysia's wheat flour requirements. Mill to consume 260,000 long tons of wheat and produce 187,200 long tons of high-grade wheat flour annually. Mill building designed by American architect and plant, machinery supplied by British manufacturer of milling machinery.

NETHERLANDS—January-November imports totaled $6,675 million, up 4% from like period 1964. First 10 months' imports from U.S. amounted to $625 million, 3% less than in previous January-October period. U.S. market share was 10.3%, compared with 11% in 1964 period.

NORWAY—1966 State Budget adopted by Norwegian Storting calls for total expenditures of $1.8 billion. Revenues estimated at $1.7 billion; appropriation for defense fixed at $283 million; appropriation for foreign aid set at $14.7 million.

PORTUGAL—Cotton textile factory, financed entirely by German capital, to be built in Southern part of country. Government plans to cultivate cotton in irrigated area near Mertola to furnish necessary raw material to factory.

SPAIN—Atlas Hornos, country's largest privately-owned steel producer, reported to have signed $42 million contract with group of British engineering firms for construction of 2,000-ton capacity blast furnace at Bilbao mill.

Textile factory, Perlofil, located some 20 miles east of Madrid recently inaugurated. It will have annual capacity of 3,500 metric tons of nylon. Company is jointly owned by two Spanish banks and Dutch textile firm.

Madrid's televiewing capability to be doubled through installation of one of highest television transmitters in Europe. Transmitting equipment, supplied by General Electric Co., is valued in excess of $250,000. New station will allow Division of Radio and Television Communications of Ministry of Information and Tourism to schedule programs entirely independent of existing national station.

SWEDEN—Boliden Mining Co. announces intentions to invest $15 million over three years in newly-discovered copper ore field in north. Field expected to yield about two million metric tons of low grade copper ore annually.

VENEZUELA—Revised policy for development of local automobile assembly industry announced. Implementing decrees, when promulgated, will require incorporation of 75% domestically produced components (by weight) by end of 1975; provide for rigid control of imports of automotive parts. In mid-1965, automobile assemblers were required to utilize at least 11% domestic parts, somewhat lower than the 30% originally envisioned for that date in national economic plan. At beginning of 1965, automobile assembly, parts manufacturing industry estimated to employ 14,000 persons directly with $151 million investment.

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the cover

When the Bureau of International Commerce scheduled commercial exhibits at the trade fairs in Lima, Peru, and San Salvador, El Salvador, there were those who said "it wouldn't work," that the Latin American businessmen wouldn't "brave the public" to buy U.S. goods. At the El Salvador fair, business activity at the National Cash Register booth provided a good example of how thoroughly the fears of the doubters were overstated. See pages 7 and 8 for the results of the two fairs.

International Commerce

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Special Report

Import license rules of more than 120 countries

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INDIANAN IN INDIA inspecting tools at a Swartwout licensee plant is G. V. Patterson, second from left.

Midwest firm builds six-nation network in five years through licensing arrangements overseas

If you are a manufacturer in a midwest town like Kokomo, Indiana, and you want to sell internationally, what route do you take?

G. V. Patterson, president of Swartwout Fabricators, says, "Pursue licensing."

Swartwout had been manufacturing commercial and industrial ventilation equipment for 63 years when five years ago president Patterson became interested in expanding to overseas markets.

Patterson attended a Commerce Department event in Indianapolis at which Chicago Field Office Director Anthony Buchar, returning from a Trade Mission overseas, elaborated on the licensing theme.

"I wrote Mr. Buchar as soon as I returned to Kokomo," Patterson recalls. That letter and the questions and answers that followed brought about negotiations in various countries that led finally to licensing arrangements.

In 1965 Swartwout licensing operations were in excess of $1 million, or approximately 20% of the company's volume. Today Swartwout has licensees in Australia and Canada, India, Nigeria, Belgium, Scotland and is presently negotiating additional licenses in Mexico, San Salvador, Spain and Italy.

With Swartwout in the picture, American construction firms can design ventilation systems overseas exactly as they would at home, with materials to which they are accustomed.

"Certain component parts are exported to the licensees, particularly in the early stages, but as their volume grows they find it advantageous to purchase the tooling for the complete fabrication in their country," Patterson explains.

Personnel from Swartwout visit each of the licensees at least once a year, working with them on engineering, application and sales problems. In addition to this, the licensee is encouraged to send his own people into Swartwout's main plant at Kokomo, Indiana for training in sales, engineering and application.

"We were pleasantly surprised at the ease with which our licensees have established our product in their market," says Patterson. "I might also add that we do use the Department of Commerce booklets in researching a market before making initial calls. We find this information gives us a great deal of background on the stability of the economy and whether our products would have an application.

"Insofar as travel is concerned, I usually plan one trip a year to Europe, which takes me about two weeks, and every other year a trip around the world which I can do in three weeks. As you can see," says Patterson, "for the return on invested time and money, we are handsomely repaid.

"I would definitely urge any small manufacturer, who has a product nationally accepted, to investigate the possibilities of licensing abroad. We have found a definite interest and thirst for knowledge of American made products—not only in the developing countries, but also in the British Isles and on the Continent."

U.S. to promote Ivory Coast sales

Plans for an American commercial promotion at Abidjan in the Ivory Coast, using indoor and outdoor exhibit areas at the new Hotel Ivoire, are now being made at the U.S. Embassy in Abidjan.

The hotel, managed by Pan American World Airways' subsidiary, Intercontinental Hotels, Inc., has about 5,000 square feet of lobby space and 30,000 square feet of enclosed outdoor area available for exhibits from U.S. firms. A recent German Week promotion of West German industrial products, autos and business machines was successfully held in this setting.

About 125 U.S. firms are now represented in Abidjan by more than 50 local agents. Companies making roadbuilding and agricultural equipment, air-conditioning and refrigerators, trucks, tractors, autos, tires, business machines, outboard engines, fuels and industrial equipment firms are in this list.

Participants from the U.S. wishing to show industrial or consumer goods may write to Wallace Holbrook, Commercial Attache, U.S. Embassy, Abidjan, Ivory Coast.

BIGGER AND BIGGER IN GERMANY—'Do-it-yourself' aids like this hobby workshop equipment, have sparked consumer interest in the Federal Repubic as an answer to high prices and high labor costs.

Americans urged to show goods at German do-it-yourself centers

Labor shortage, high prices could mean more U.S. sales

In Hamburg, Germany, a driver whose car is malfunctioning, pulls into a new facility. The mechanic on duty diagnoses the difficulty and recommends a solution. Then he points to a display area in which is located a full line of German and imported replacement parts, specialized tools and related products.

The new drive-in facility is a part of a Do-It-Yourself center, one of three recently established in Germany to counter the labor shortage and high prices.

Walter J. Marx, U.S. consul in Hamburg, says the centers in Hamburg, Stuttgart and Berlin would afford American exhibitors excellent opportunities for the introduction and sales of products in the hand-working and home repair fields.

Thus far American representation has been concentrated almost entirely in the hand-tool and paint fields. Stanley, Millers Falls and Black and Decker are some of the American firms who have exhibited.

"Highly developed, pre-packaged American products in such areas as automotive care, home beauty and hobbies would seem to be natural sellers in this market," Marx reports.

Bearing out the German demand for Do-it-yourself items, the November Home Maintenance and Improvement Show at the U.S. Trade Center in Frankfurt (INTERNATIONAL COMMERCE, Dec. 6) launched 11 American companies in the Federal Republic who had never sold there before. At show's end, seven of these had appointed 13 agents. Seventy-five percent of the $122,000 in immediate sales was booked by exhibitors new to the market. Items such as do-it-yourself shower stalls, aluminum storm windows, doors and bathroom enclosures, decorative grillework and mowers evoked great interest among the trade.

In connection with the Trade Center show, Dr. Emil Lux, considered as Mr. Do-it-yourself in Germany, and Heinze Mahnke, owner of the three German Do-it-yourself Centers, were featured speakers during seminars held in Frankfurt.

The Do-It-Yourself centers present exhibits, demonstrations and do-it-yourself courses. They do no selling, offering only display facilities for products already available on the German market. Lists of importers and wholesalers are also maintained to enable retailers to stock items of interest.

Specialized products

Sections displaying products from specialized fields include:

Hobbies: All sorts of hobby equipment and materials—model trains, plastic model kits, mosaic kits, rug weaving apparatus, etc.

Beauty Care: Classes are offered in home beauty techniques and hair care. Home permanents and all sorts of women's cosmetics are exhibited. No American firms have yet been represented in this section.

Homemaking: Displays of home cleaning aids and miscellaneous products of special interest to women.

Special Exhibits: Recently included gardening and floor covering.

Attendance at the centers averages approximately 150 per day in Hamburg and Stuttgart, more in Berlin. Evening courses draw 550-600 weekly at each of the centers.

Inquiries may be addressed to: Do it yourself Zentrum, 2 Hamburg 6, Langerstrasse 7, West Germany.

MATERIALS HANDLING

Manufacturer of air conveying equipment, screw/drag conveyors, bucket elevators, bulk vehicles with pneumatic discharge, feed milling machines, complete storage, mixing and grinding plants, rotary valves for pneumatic conveying, is interested in manufacturing materials handling equipment under license.

Write: Callow Engineering, Ltd., Skelmerdale, Lancashire, England.

Connor praises industry effort in balance drive

Expects to reach 1965 targets, but notes large import rise

Secretary of Commerce John T. Connor praised American business leaders for "substantially achieving their goals" under the 1965 voluntary program of restraint in overseas investments, and asked their cooperation in achieving balance of payment equilibrium during 1966.

"The evidence now in hand," said the Secretary at a mid-January news conference, "clearly suggests we will substantially achieve the improvement of $1.3 billion for the year 1965 on selected foreign transactions projected by the cooperating companies at the outset of the voluntary program."

He mentioned that the dollar outflow for direct investment abroad decreased from $1.2 billion in the first quarter of 1965 to $891 million in the second and $515 in the third.

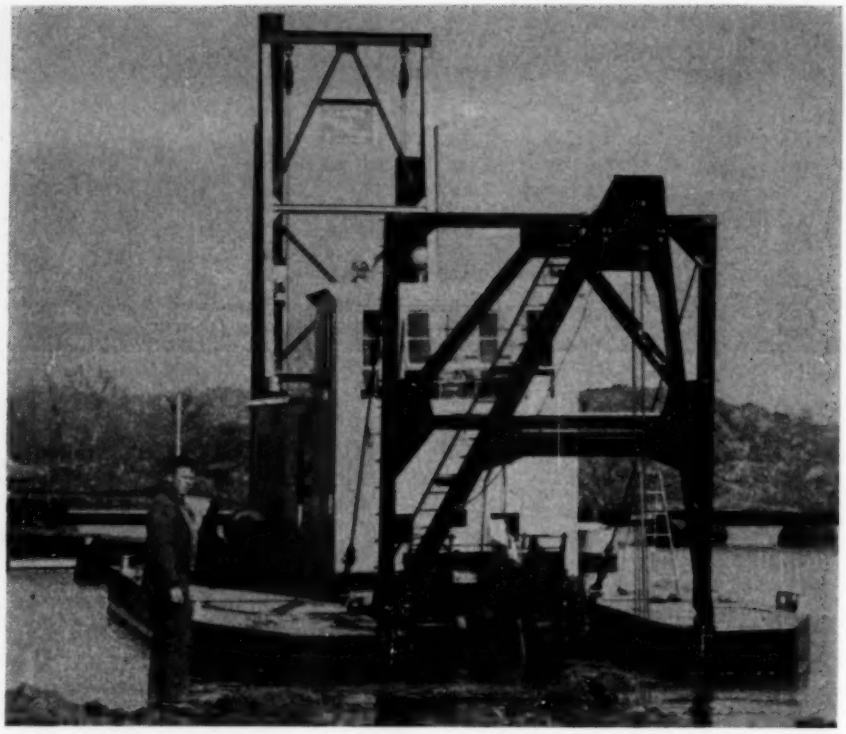
Total exports for 1965 are estimated at $26.3 billion, about 4% over 1964. But total imports rose steadily during 1965, reaching a level approximately 14.5% above that for the previous year. Thus the trade surplus may have declined to just over $5 billion, in 1965.

The Secretary said that he has added 400 companies not previously reporting under the voluntary program to 500 already enlisted.

"The 1966 program is fundamentally a continuation of the course we have travelled in 1965," he said. "The program has been broadened in terms of geographic coverage, the range of selected transactions, and in the number of companies reporting to us."

The objective of the 1966 program is to "wipe out this balance-of-payments deficit in the next year," he said.

The Secretary said the industrial and commercial community may be able to improve its contribution to the balance of payments by perhaps $3.4 billion. Of this amount, roughly $1 billion is expected to accrue through the moderation of direct investment. Other sources of improvement include export expansion, repatriation of income, repatriation of short-term financial assets and the proceeds of borrowing abroad.



BALTIMORE TO BANGKOK in several sections is route for this 70-ft. portable hydraulic pipeline dredge.

Maryland firm sends dredge to Thailand

When the Ellicott Machine Corp. opens its display of scale model dredges at the Bangkok Trade Center's Mining Equipment and General Safety show on Feb. 9, one of the Baltimore company's full-size products already will be in operation in Thailand.

Early in December, officials of the Royal Thai Embassy and Maryland Port Authority attended a signing ceremony at Ellicott's Baltimore plant to complete the sale of a 14" portable hydraulic pipeline dredge to the Harbor Department of the Ministry of Communications of the Royal Thai Government.

Total value of the contract for the dredge, which also included a workboat and necessary spare parts, was $450,000. Because of its size, the equipment will be shipped in match-marked parts to be assembled in the water near the dredging area. The dredge is expected to arrive at its destination in Thailand early in Feb.

Floating dredges of various types are of considerable importance to Thailand, according to M. L. Xujati Kambhu, Thailand's Deputy Minister of National Development and Director General of the Royal Irrigation Department, who was in Baltimore for the ceremony. The Government of Thailand has initiated an extensive program of port development, which will see expansion and improvement of all the country's major ports.

CELLULOID SAGA IS GLOBAL

More than half of the worldwide gross theatrical income of U.S. film distributors is now derived from foreign markets. Nearly complete 1965 figures indicate a $600 million combined gross theatrical income for the U.S. industry as a whole. Member companies of the Motion Picture Association of America, Inc., and independent producers had 165 motion pictures in their 1965 production by mid-December, compared with 155 in 1964 and the same number in 1963.

U.S. honored in Stockholm

It is the U.S.' turn to be honored at this year's joint dinner of the Royal Swedish sailing, motorboat, automobile and air clubs in Stockholm Feb. 4. Prince Bertil and 750 Swedish businessmen-sportsmen will attend. U.S. firms will donate prizes.

Buckeye mission to Europe finds unexpected leads in every city

Group spurs interest in State's products, tourist facilities; results top predictions, says Ohio Development Department

In every city there were surprises, and the delegates quickly became aware of opportunities they had not even considered before. Results far exceeded the most optimistic predictions.

So says the Ohio Development Department report on the State's first Trade Mission to Europe. The mission—sponsored by Governor James A. Rhodes who served as leader, the Ohio Chamber of Commerce, the Cleveland Press, and the Development Department—traveled through 13 countries to establish business connections, obtain new product lines, find investment for Ohio, get a working knowledge of business in Europe, and create interest among Europeans in touring the Buckeye State.

Business in State's products

Participants not only culled sizeable orders for their own companies—they stirred up substantial business also for the stay-at-homes—business in such commodities as canned fruits and Ohio vegetables, air conditioners and boned mutton.

The group made more than 1,000 industrial personnel business calls, located 12 major manufacturing firms interested in establishing plants in Ohio, and whetted tourist appetites for the State's vacation facilities.

Although the full results will not be known for some time, the report points out, immediate achievements have exposed a strong potential.

Working from seven bases of operation, the members visited England, France, Belgium, Germany, Denmark, Sweden, Switzerland, Italy, Greece, Israel, Spain, Portugal and Ireland, Nov. 1-22. The Department of Commerce and U.S. Embassies abroad assisted in arrangements.

Surprised salesmen

One of the most surprised members was Fred Fisher of Wapakoneta, who had planned to look in Switzerland at Swiss cheesemaking processes. He learned a great deal, the report says, but he also sold a considerable amount of Ohio cheese in Switzerland.

The same thing happened to Columbus shoe manufacturer Owen Dickerson. He wanted to look at manufacturing and styling procedures, but came out of Milan, Belgium and Germany with sizable orders.

Tony Gentile, president of the Ohio River Collieries, was successful with his coal products and equipment, but he also brought back a distributorship for European cordials.

Because Europe does not have enough land devoted to farm products and grazing, L. J. Schiller of Oak Harbor found a market for the Hayward Co.'s alfalfa pellets for livestock feed.

Edward Harris of Cleveland's Safety Clothing & Equipment Co. signed former Ames Brothers' Joe Ames to distribute his company's products in Germany and Italy.

One of the companies interested in an Ohio location or a joint venture was the Von Roll Spa (Company) in Bern, one of the world's best known makers of cable cars. They have erected cable rides at Cedar Point, Cincinnati's Coney Island, Disneyland and the World's Fair.

Program planned

As a result of the success of the mission, the report points out, a program has been developed to support efforts in foreign trade. Among its provisions are:

- Establishment of a 25 member World Trade Council to advise the Governor and the Development Department in matters dealing with world trade.
- Creation of a World Trade Division within the Department of Development, to keep Ohio companies up-to-the-minute on business opportunities in foreign countries and to develop an educational program on the methods, customs, and economics of foreign business.
- Formation of a Development Department European office which will give "on-the-spot help" to Ohio manufacturers.
- Dispatch of at least one, and perhaps more than one trade mission, each year—aimed at all parts of the world.
- A series of ads to be run in overseas publications to inform business people in foreign markets about Ohio products.

Texas trade mission travels to Mexico

Lubbock Chamber of Commerce sends 11-man group to 3 cities

The first Government-approved trade mission from Texas is scheduled to visit Monterrey, Torreon and Mexico City, Mexico, Jan. 22-30.

Approved by the Commerce Department's Bureau of International Commerce, the 11-man mission of the Lubbock Chamber of Commerce will confer with businessmen south of the border to expand trade and investment with Mexico.

Department officials briefed the mission in Lubbock Jan. 6 during an International Trade Seminar which attracted an audience of some 400 Chamber of Commerce members and international trade students from Texas Tech. It was the first briefing of its kind and the largest ever conducted by the Bureau.

Robert L. Reinhardt, executive vice president, Hancock Manufacturing Co., will be Mission Director. He will be assisted by Don Lewis, manager of the economic development department of the Lubbock Chamber of Commerce.

Other mission members are J. Collier Adams, head of a Lubbock law firm; Elmer Adams, manager, A & B Tractor & Equipment Co.; Sterling Emens, vice president, First National Bank of Lubbock; Francisco Gonzales, owner, Texas Commodities Co.; Dr. John R. Hildebrand, associate professor of economics, Texas Tech; Charles A. Joplin, Jr., vice president, Citizens National Bank of Lubbock; M. D. Lacy, head agronomist, R. C. Young Seed & Grain Co.; Randolph T. Mills, president, Gear, Clutch & Joint, Inc., and Dale Wells, manager, Redi-Rain of Texas, Inc.

Columbus manufacturer gets business through mission

A Columbus manufacturer is reported planning substantial expansion in the next 18 months, as a direct result of the recent Ohio Trade Mission to Europe.

According to State Development Director F. P. Neuenschwander, Robert W. Butche, president of Astro Corp., reports that the firm's Electrosonics Division will do more than $10 million business in the next five years through contracts signed

with six major aircraft distributors in Europe.

The company manufactures and installs navigation and communication radio systems for aircraft before final delivery. The firm, located at Port Columbus Airport, plans expansion of facilities to accommodate the new work and the 40 to 50 new workers that will be needed within a year and a half.

New York group plans shipboard mission to Latin America

Tour sponsored by N.Y. Commerce and Industry's Ass'n; S.S. Brasil will stop at 7 ports of call

The Commerce and Industry Association of New York, in a new approach to trade expansion efforts, is sponsoring a shipboard mission to Brazil, Argentina and Uruguay in the spring.

Scheduled by Moore-McCormack Lines, the SS. Brasil is to sail from New York on April 22, with ports of call in Recife, Bahia, Rio de Janeiro, Santos/Sao Paulo, Montevideo, Buenos Aires and Barbados.

Ralph C. Gross, Executive Vice President of the New York association, has called the mission "a unique opportunity to investigate at first hand the vast potential for development and expansion of trade with three major market areas in South America." Special attention will be given to chemical and pharmaceutical products, rubber products, paper products, advanced electronic equipment, and new industrial products.

The SS. Brasil will serve as a hotel throughout the itinerary. Special business trips overland can be arranged from Buenos Aires, with the feature of picking up the ship in a port further north. For a brochure on rates and information, **write:** The 1966 Trade Development Mission to South America, Moore-McCormack Lines, 2 Broadway, New York.

The U.S. Department of Commerce is cooperating to help achieve the mission's trade promotion objectives. Foreign trade specialists will brief the group before its departure, and an American Republics trade expert from the Department will accompany the mission to conduct briefings on board.

State Senate study group finds potential for Wolverine goods

Committee on International Commerce tours Europe, recommends broad program

A Michigan State Senate committee, back from a study trip to nine European countries, found the market there rich and expanding.

U.S. exports to Europe may increase as much as three-fold in the next decade, the special Committee on International Commerce has reported to the State Senate, and much of this possible increase will be in the kinds of products which Michigan produces.

Acknowledging the State's obligation to assist private traders in penetrating international markets and private developers in attracting foreign investment to Michigan, and to provide underpinning for promotion of tourism in the Wolverine State, the Committee has recommended to the Senate:

Creation of a designated division or officer for international activities in the Michigan Departments of Commerce, Agriculture and Tourism; a Michigan office in Europe; a non-profit foundation to mount State efforts in trade mission, trade center, and trade fair activities; and an Institute for International Commerce, to develop degree granting programs, research and training through seminars.

Like industry-oriented missions

In Europe, the Committee found considerable enthusiasm for the vertical, or industry-oriented, trade mission. Such missions generally consist of a dozen or less members of a specific commodity-line industrial grouping who explore in depth particular country markets. For those which qualify through the U.S. Department of Commerce as "industry-organized, government-approved," the report points out, a variety of Government aids are available.

As a result of its studies, the Committee developed substantial enthusiasm for the U.S. Trade Center program, and also was encouraged to develop programs designed to increase the number of Michigan companies exhibiting at trade fairs abroad.

Composed of seven members of the Michigan State Senate, the Committee visited London, Brussels, Stockholm, Frankfurt, Lucerne, Bern, Geneva, Milan, Paris, Barcelona, Madrid, and Lisbon Nov. 18-Dec. 6. Don Bostwick, Chief of the State's International Trade Division of the Department of Economic Expansion, accompanied the Committee.

Mississippi Valley 21st world trade meeting in April

"Export and the Economic Health of the Nation" will be the theme of the 21st Mississippi Valley World Trade Conference in New Orleans, April 24 to 26.

The conference, originated by the Export Manager's Club of New Orleans in 1945 to promote foreign trade out of the Mississippi Valley, is now co-sponsored by the Board of Commissioners of the Port of New Orleans, Chamber of Commerce of the New Orleans Area, Forwarding Agents and Foreign Freight Brokers Association of New Orleans, International House, International Trade Mart, New Orleans Board of Trade, Ltd., New Orleans Clearing House Association, Propeller Club of New Orleans and the Traffic Club.

Prior to the conference, an honor city is named and its leaders in business and industry are invited to preside at the initial business meeting. This year's honor city is Memphis, Tenn., chosen for its exports of cotton, machinery and other products.

NYU offers workshop-seminar in international marketing

"Selling Your Products Abroad," a workshop-seminar in international marketing, has been announced by New York University.

One of seven professional marketing courses offered by the Management Institute of the University's school for continuing education, the workshop will meet Tuesdays from 6:15 to 8 p.m., beginning Feb. 8. Businessmen experienced in foreign trade will lead class discussions of such topics as how to organize for foreign trade, opportunities for doing business abroad and current marketing methods, foreign credits and collections, and American and foreign banking facilities for exporters.

Write: Allan Stuart, Director of Marketing Programs, the Management Institute, New York University, 10 East 8th St., New York, N.Y. 10003.

U.S. EXHIBITIONS ON NEW TACK

Latins now come to buy

Many myths dispelled by one-two sales punch at Lima and San Salvador shows

By CLARK JONES
Staff Writer

In Latin America, where trade fairs are not the established institutions they are in the United States and Europe, some important questions have new answers.

Could potential customers for U.S. products be persuaded to travel to another Latin American country to see them, rather than to New Orleans, New York or other U.S. cities, as has been their habit?

Was there really an important untapped Latin market of buyers who didn't have much information about the goods available from the U.S.?

These were the thoughts in some minds that led to the warning "it won't work" when U.S. exhibits of a completely commercial rather than institutional character were planned for Lima, Peru, and San Salvador, El Salvador.

The Bureau of International Commerce brushed away the doubts, and went ahead to see if the Latin American businessmen would respond. The results of the fairs put the doubts to rest. Now two more fairs with 100% commercial orientation are on the schedule for Latin American in 1966.

Immediate sales for both fairs were $920,000, with an additional $6.2 million projected for the next 12 months.

The U.S. exhibition in the Oct. 30-Nov. 14 Pacific International Trade Fair in Lima brought these results:

Immediate sales were $290,000. Projected sales for the next 12 months are estimated at $3.7 million.

Agents were appointed for 18 U.S. firms, with seven others in the works by the end of the fair. Seven licensee arrangements were worked out. The agents are located in Peru, Argentina, Chile, Bolivia, Ecuador, Colombia and Venezuela.

One company negotiated a franchise in Lima which may result in an additional $500,000 in U.S. exports.

U.S. products exhibited at this fair were in three categories: metalworking machinery, automotive service and repair equipment and hospital equipment.

At the El Salvador International Fair, Nov. 5-Dec. 4, immediate sales were $631,000. Projected sales within the next 12 months are $2.5 million. U.S. exhibitors appointed 39 agents throughout El Salvador and the other Central American Common Market nations—Guatemala, Honduras, Nicaragua and Costa Rica—and are still negotiating with 21 others.

At this show, farm machinery, equipment and supplies were displayed at the U.S. pavilion.

The United States, in order to exhibit at these fairs, put on a crowd-pleasing show along with the selling exhibit—a situation which led some BIC officials to wonder whether businessmen there would "brave the public."

A surprising thing happened. Many businessmen took their families to see the show, saw some products or equipment they liked, and wrote a check for it on the spot. The United States received a lot of business from this "drop-in" crowd.

'Impulse buyers'

This stems from the fact that the Latin American businessman is an "impulse buyer"—unlike those in Europe, for example, who come to a large fair, examine U.S. goods thoroughly, carefully, and place orders. The Latin American buyer sees something he likes and buys it.

As for the question about Latins traveling from one country to another to buy equipment, buyers came to San Salvador from all five countries in the Central American Common Market and to Lima from five South American lands.

The two exhibits also uncovered an important problem for the U.S. exporter.

In many Latin American countries, multi-line companies which handle as many as 200 lines have appeared. These firms, because they cannot devote much

DISTRIBUTORSHIP AGREEMENT is signed at the U.S. Pavilion in the El Salvador fair between Reliable Incubator & Brooder Co. of Quincy, Ill., and Agrocomercio of San Salvador. From left to right are Emilio Bettaglio, partner in Agrocomercio; Henry Zavaleta, interpreter; Angel Bettaglio, president of Agrocomercio; O. A. Hron, business manager of Reliable; and Armando Bettaglio of the San Salvador firm.

time to a single line, become order-takers instead of sales agents.

Such firms make no real marketing effort, and do hardly any advertising. They frequently have personnel who don't really know the lines. Part of the reason for this is the declining U.S. share of these markets.

More personal contacts

One way for the U.S. exporter to Latin America to handle this problem, BIC officials feel, is to have more personal contact with their agents. A number of exhibitors at the two fairs changed agents while they were down there.

John L. Barrett, Commercial Attache at the U.S. Embassy in Lima, took a thorough look at the Lima fair and said there were several reasons for the success there.

"In the first place, Peru is experiencing an economic expansion which not only makes it an attractive market but also stimulates the local businessmen to greater receptivity to commercial opportunities. They are eager for new and unusual products, particularly those which are useful in small and medium-size plants.

"Secondly, American goods are very highly regarded in the Peruvian market, in which the United States has traditionally been Peru's Number One trading partner. Of great importance is the fact that many Peruvian businessmen have been to school in the United States, send their children there to college, and go there for business and pleasure trips. They are familiar with American products and value their excellence."

Good market surveys

Barrett also singled out the "accurate evaluation" of the Peruvian market and the "proper selection of products" for the U.S. display by the Embassy, BIC and the individual exhibitors.

The decisions about what products to display were based on market surveys and evaluations made before the fair opened. They indicated that small-shop machine tools, automotive repair and maintenance equipment and medical, dental and hospital supplies and equipment were unusually saleable products.

One of the reasons for the success of the U.S. selling program at the San Salvador fair is due to the work of Manuel G. Garcia, the market development officer.

Garcia saw how undeveloped the Central American economy is and he "ran scared" in his MDO campaign. He decided "not to leave any stone unturned even to the point of disregarding the law of 'diminishing returns.' "

DETAILED EXPLANATION of a Lemco block grinder is provided by Wesley Jones, U.S. Ambassador to Peru, left. David Aguilar Cornejo, President of the Peruvian Senate, on Jones' immediate left, is on the listening end. The U.S. exhibition was in the interior ring of the 1965 Lima Pacific International Fair.

He spent a lot of time on publicity and advertising. The press releases sent out, he said, "resulted in a very satisfactory amount of publicity throughout Central America which in turn must have contributed to the success of the fair."

On TV twice

Garcia appeared on TV twice—in San Salvador and in Panama, and was interviewed both times for 20 minutes each, affording him a chance to "sell" the U.S. pavilion. He also had three radio interviews, one of which the Voice of America taped for transmittal to all Central American countries.

The success of the El Salvador Fair may be summed up by a few comments from some of the exhibitors:

Iowa Export Exhibit Committee: "We reached hundreds of farmers directly . . . We consider this of great value and an exposure of very low cost."

Jadco Manufacturing Co.: "We did find leads for other products manufactured by us although not exhibited. We reached a good number of farmers directly interested in purchasing our equipment. We are fully satisfied."

United Industries Inc.: "This has been our first experience in participating at an international trade fair. We are looking forward to the next one. The cooperation we have received by the entire staff at this fair has exceeded tremendously our expectations. We are certain the management could never be better. Our sales in Central America for years ahead will be attributed directly to the success of this fair."

Exhibitors at the Lima fair were just as enthusiastic.

Johnson and Johnson International: "We found that our stand helped to generate interest in new products among our regular and new customers. Leads are already being followed up. We are confident that these leads will produce more business, perhaps beyond our expectations."

American Hospital Supply Corp.: "The exhibition proved an excellent medium to introduce our new equipment and to obtain new customers. We were well pleased with the pre-fair customer identification campaign and sales promotion work."

All of this success is reflected in the enthusiasm that is greeting the preparations for a U.S. machine tool exhibition in Mexico City, scheduled for Aug. 1 to 13, and a metalworking and food machinery exhibition for Caracas, Venezuela, from Nov. 22 to Dec. 2.

Bureau of International Commerce officials are hopeful that Latin buyers will do more of their "impulse buying" at the two solo exhibitions. Market development officers will have more time—a full 16 weeks in each case—to crisscross the two countries in search of business for U.S. exhibitors.

As in the Lima and San Salvador fairs, buyers are expected from nearby countries. BIC trade fair officials are working now to fill the 70 spaces allotted for the Mexico City show and start next month on the Venezuela exhibit, where they hope to have 55 U.S. participants.

Automotive equipment market in Thailand fast-growing, promising for U.S. firms

Bangkok Trade Center schedules show May 18-31; medium-size garages offer large potential as they broaden range of equipment

Thailand has a battery of business opportunities for American manufacturers of garage and service station equipment.

To capitalize on this fast-growing market, the Bureau of International Commerce has invited U.S. firms to join in an export promotion show at the Trade Center in Bangkok, May 18-31.

An intensive market development campaign is under way to attract buyers, agents and distributors to the show.

Highways expand market

A recent BIC survey revealed that Thailand has about 261,000 motor vehicles, more than twice the number registered in 1959. Many new highways are expanding the rural market for passenger cars, tractors and jeeps.

In sizeable demand are mechanics' hand and power tools and automotive testing, repair and engine maintenance equipment. Sales opportunities are especially good for equipment for metal cutting, wheel balancing and aligning, car washing, brake relining, headlight adjusting, underbody coating, automatic gear box servicing and body work. Hoists, lubricating panels for oil, grease and water, and engines for water compressors and pumps also are needed.

Thailand has about 530 garages. Small garages often specialize in crankshaft regrinding, body work, tire retreading, underbody coating, boring or welding. Many of them are clustered together to provide a wide range of services. Few of the larger garages are equipped to handle such specialized jobs as tire retreading and underbody coating, and the work is sent to the smaller shops.

Broadening equipment

The largest potential market in Thailand is with the medium-size garages, which are broadening their range of equipment, and with the large garages, which represent U.S. automobile manufacturers or those not limited to using equipment of a specific maker.

Thailand's 12 automotive assembly plants, all in Bangkok, assemble trucks, buses, tractors and automobiles. A motorcycle factory is in operation and an automobile assembly plant is scheduled to open soon.

A plant to produce tractors and other types of farm machinery also is planned. Initial production would supply about 20% of the country's needs.

Thailand has about 73,000 vans and trucks; 69,300 passenger cars, including taxis; 11,300 buses; and 87,000 motorcycles. Some 30 companies operate big fleets of heavy vehicles and do their own maintenance work.

Write: Bureau of International Commerce (code 8192), Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WO 7-3973), or any of the Department's Field Offices.

300 MAY COME

As many as 300 visitors from 50 countries are expected to visit the International Automotive Service Industries Show Feb. 9-11 at the New York Coliseum. More than 500 booths will be staffed by the country's leading manufacturers of replacement parts, accessories, tools, garage machinery and service and test equipment.

Sixteen firms to show American furniture in U.S. pavilion at Cologne exposition

Large international exhibition to open Jan. 25 for six-day run; BIC-sponsored show to feature U.S. design heritage from Europe

Sixteen U.S. manufacturers will participate in the American display at the biennial International Furniture Fair in Cologne. The fair opens Jan. 25 and will close on the 30th.

The fair management considers the U.S. pavilion one of its more attractive drawing cards. About 70,000 furniture traders are expected to visit the exhibition.

This is the first time in the fair's 17-year history the Commerce Department is in the show with an official export promotion display.

The Bureau of International Commerce, in cooperation with a joint committee of the National Association of Furniture Manufacturers and the Southern Furniture Manufacturers Association, will stage the show.

Theme will be "America's Design Heritage from Europe." It was chosen as a "hands across the sea" gesture and to demonstrate to prospective customers how current American designs, inspired by European classic styles, have a style all their own that is not available in Europe.

Fairgoers will see how the American furniture industry has applied the most modern technology and production methods in the manufacture of wood products. Product categories in the U.S. show will include kitchen, bedroom, studio, library and nursery furniture; dining and living room furniture; several varieties of upholstered furniture, and furniture designed especially for teenagers.

Visitors also will see an exhibit of furniture completely American in origin and design. It will include ranch furniture; upholstered reclining chairs, and contemporary kitchen, family and living room furniture.

Will American furniture sell in Europe?

"Yes, but . . .," said a team of manufacturers who visited Europe on a trade mission in 1964 in cooperation with the Bureau of International Commerce.

The mission, composed of members of the two furniture associations, found there was no clamor for U.S. furniture in Europe because Europeans don't know the product. American furniture has never been fully exposed on the European market, they said.

On the basis of trade mission findings and on-the-spot observations by BIC international trade experts, the Commerce Department and the U.S. furniture industry joined forces for a strong selling campaign at the Cologne Furniture Fair.

The furniture exhibition will be the first of 17 BIC productions at international trade fairs in 1966. Four of the fairs will be in Germany.

U.S. plans exhibits at 7 trade fairs in second half '66

Four solos scheduled; display to be held at Asian exposition

The Department of Commerce plans to stage export promotion exhibitions at seven major international trade fairs during the second half of 1966.

Three will be held at existing fairs in France, Germany and Switzerland.

Four will be U.S. solo shows in Spain, Mexico, Venezuela and Hong Kong.

The Department of Commerce and the United States Information Service also will participate with overseas representatives of U.S. industry in the first Asian trade fair sponsored by the Economic Commission for Asia and the Far East. It will be in Bangkok, Thailand. The product categories have not yet been selected.

Variety of equipment

Milk production and dairy processing machinery, food processing equipment, metalworking machines, packaging equipment, nuclear instruments and equipment, electronic controls and components, and a variety of industrial engineering equipment and machines are among the American-made products to be shown at the other fairs.

The Bureau of International Commerce, which administers U.S. overseas trade promotion programs, has invited U.S. manufacturers to participate in the exhibitions.

The commercial exhibitions for the second half of 1966 are:

July 4-9. International Dairy Machinery Exhibition, Munich, West Germany. U.S. exhibition will feature milk production and dairy processing equipment, testing and quality controls; dairy packaging equipment, refrigeration and bulk handling equipment.

Aug. 1-13. U.S. Commercial Exhibition (solo), Mexico City, Mexico. Industrial equipment exhibition will feature specialized machine tools, packaging machinery and industrial instrumentation.

Sept. 8-14. International Nuclear Industries Fair (NUCLEX) **'66 Basel, Switzerland.** Nuclear equipment, applications and accessories.

Nov. 22-Dec. 2. U.S. Commercial Exhibition (solo), Caracas, Venezuela. Metalworking machinery and equipment; automotive service and maintenance equipment.

November. U.S. Commercial Exhibition (solo), Hong Kong. Light industrial machinery.

Nov. 7-Dec. 10. U.S. exhibition, first Asian Trade Fair, Bangkok, Thailand. Products to be selected.

Nov. 13-21. International Food Equipment and International Packaging Exhibition, Paris, France. Packaging equipment and advanced equipment used by the food processing industry.

December. U.S. Commercial Exhibition (solo), Spain. Site to be selected. Industrial controls and electronic components.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

Testing equipment shown in London, brings large sales

Nineteen U.S. manufacturers of nondestructive testing equipment expect to do more than $1 million worth of business in Britain this year as a result of a single sales promotion at the Trade Center in London.

Nondestructive testing equipment seldom is sold off the floor at such a show because on-site testing of the highly specialized devices usually is a prerequisite to sales. But the U.S. manufacturers posted almost $41,000 in on-the-spot business and estimated $1.3 million in sales before a year is out.

The show, staged by the Bureau of International Commerce, was preceded by an intensive campaign to attract buyers, agents and distributors. Exhibitors said they were "astounded" at the effectiveness of the market development.

A final report on the show noted special interest in a fluoroscopic X-ray inspection system, new to the U.K. market, and in ultrasonic flaw detectors, infra-red equipment, portable vibration meters and a pulserate, bar length measuring system.

One was asked to supply an article about his product line for a leading U.K. electronics trade journal. The firm's export manager said this request alone made participation in the show a complete success.

The show was held Nov. 2-12.

Photographers will focus on Cologne exhibit in October

At least 75 American companies are making plans to enter Photokina, the International Photographic and Motion Picture trade fair that will fill 14 buildings and 720,000 square feet of exhibit area at Cologne, Germany, Oct. 1 to 9.

If the experience of the last Photokina, in 1963, is an indication, more than 200,000 visitors will attend the show. It has an appeal for the general public, which can see and handle the latest equipment at the various booths, and for dealers, who go into private rooms for closer study of new models and subsequent negotiations with exhibitors.

Although the U.S. Department of Commerce's Bureau of International Commerce is not organizing an official U.S. exhibition at Photokina, it has recommended the show as an excellent proving ground for interest in and sales of U.S. products. The show is regarded as a significant sales event in a market that imported $12 million in photo equipment from the U.S. in 1964.

Many there in '63

Sixty-two American firms went to Cologne in 1963. They reported high buyer response for projection lamps, photo flashlights, movie lights and color photo equipment.

An American manufacturer of high-speed cameras estimated his total sales to be between $125,000 and $188,000. A representative of a relatively small U.S. manufacturer of tripods for amateur and professional use stated that his participation could bring $100,000 additional business annually. Since his total volume was $750,000, he felt it was a worthwhile percentage increase.

In addition to the displays of new cameras and equipment this year's Photokina will have an academic side. An international congress of Photography and Technology will be sponsored concurrent to the fair. Dr. Rolf Rodenstock, Professor of Optics at the University of Munich, will preside. Forty papers, including twelve from the U.S., will be delivered on the use of photography in scientific research and in technical control of production.

Write: Photokina, L. Fritz Gruber, 5 Koln-Deutz, P.O. Box 140, Cologne, Germany.

Worldwide import rules

Prepared in the
Office of International Regional Economics

Import-license and exchange permit requirements as of Jan. 1, 1966, of more than 120 foreign Governments are summarized below.

Countries are listed alphabetically under five regional groupings.

Many countries do not permit import of foreign goods without import licenses, which must be obtained by the buyer. Required by the importing country for shipment of stipulated quantities of specified goods, such licenses are imposed largely to control the flow of trade for balance-of-payments reasons.

Permits generally are required for each shipment of a commodity unless an open general license system is in effect. In this case, it customarily means that no specific license is needed for individual imports.

Use of quotas

Quotas may be used in conjunction with import licenses, restricting imports to a definite quantity of certain classes of goods for a specified period. Quotas usually are allocated to individual countries or groups of countries, or a global quota may be set up on a first-come, first-served basis.

Many countries require the importer to obtain an exchange permit for foreign currency to pay for the import. In individual countries, foreign exchange control takes the place of import licenses.

Regulations may be imposed to conserve exchange for purchase of those imports considered essential, or to apportion available supplies of exchange among importers.

The Government assumes control over all foreign exchange arising from the countries' exports, with the power to release it to importers desiring foreign means of payment for imports.

Automatic release

In cases where both import licenses and exchange permits are called for, some countries provide for the automatic release of the necessary foreign exchange when granting the import license.

The import license must sometimes be granted before the order for goods is placed, and the exchange permit, when required, must also be obtained before the importers can make payment. U.S. exporters are urged to make certain before shipping that the foreign importer has obtained the required permit, and they should insist on being furnished the identifying number or symbol of the permit.

The regulations listed below apply primarily to goods of U.S. origin and to other goods payable in U.S. dollars. They update a tabulation of world import and exchange permit requirements published in INTERNATIONAL COMMERCE, Aug. 9, 1965, pp. 4-9.

More detailed information on licensing and exchange control regulations of individual countries is published in the Overseas Business Reports series entitled **"Foreign Trade Regulations of (country),"** or may be obtained, for 15 cents each, from Commerce Department Field Offices and from Supt. of Documents, U.S. Government Printing Office, Wsahington, D.C. 20402.

AFRICA

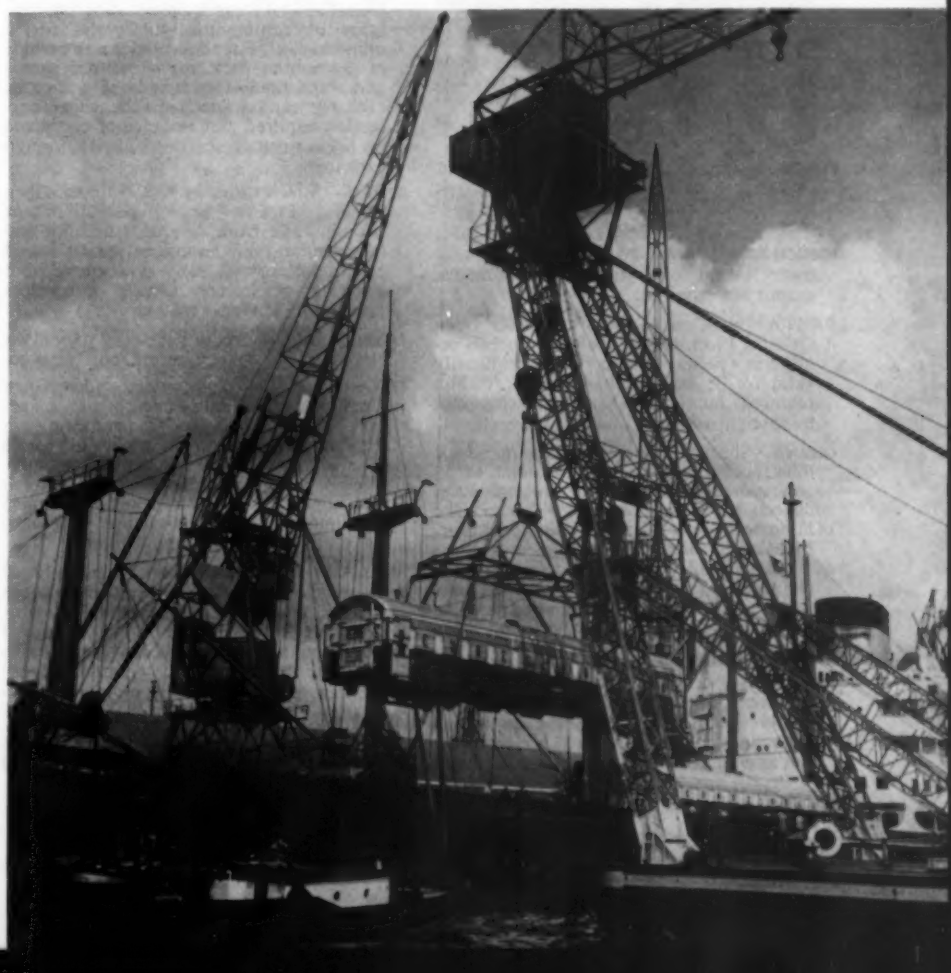
ALGERIA—Import license required for only certain products which are subject to import quotas. Licenses valid for 3 to 6 months and cannot be renewed or extended. Exchange permit not required.

BURUNDI—Import licenses required and are valid for 6 months. Licenses in amounts of 100,000 Burundi Francs or more. (FBu 87.50 = U.S.$1) include authorization for foreign exchange. Licenses granted for smaller amounts do not include official allocation of exchange.

CAMEROON and EQUATORIAL CUSTOMS UNION —Central African Republic, Chad, Congo (Brazzaville), Gabon—Import license required. Exchange Office visa necessary on license, issuance of which assures release of foreign exchange. Licenses, valid for 6 months from date of issuance of exchange visa, renewable for two periods of 3 months each for non-capital goods and for three periods of 6 months each for capital goods.

CONGO (Leopoldville)—Import license required; usually issued on 4-month basis, with extensions permitted. Foreign exchange is controlled, but issuance of import license normally guarantees release of foreign exchange. In addition, it is possible for firms paying for goods with own foreign exchange to obtain licenses, provided goods are not for resale.

AMSTERDAM'S HARBOR buzzes with import activities. Netherlands requires licenses for a few imports.



SEWING UP Thailand's market, U.S. machines find ready use in factories. Some 79 imports require licenses but others may freely come into the country.

DAHOMEY—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange.

ETHIOPIA—Import license not required, but exchange license must be obtained from the National Bank of Ethiopia before payment can be authorized.

FRENCH SOMALILAND—No import license necessary except for certain drugs. Exchange permit not required.

GAMBIA—Most goods imported under Open General License; a few excepted items require a specific license. Licenses usually valid for 1 year. Exchange authorization required, but license usually carries right to foreign exchange.

GHANA—Specific import licenses required for most goods except for a few items of an educational or scientific nature and other miscellaneous commodities which may be imported under Open General License. Licenses, normally valid for 6 months or 1 year, usually carry right to foreign exchange. Due to severe balance-of-pay ments problems, Ghana is presently issuing licenses for only the most essential commodities.

GUINEA—Imports are strictly controlled and require licenses, with very few exceptions. Import licenses assure release of foreign exchange, but imports from U.S. generally not approved if same articles are available from countries which have trade agreements with Guinea.

IVORY COAST—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for certain nonquota items. Most imports from United States subject to global quota which is gradually being liberalized. Licenses issued for specific types of commodities and valid for 6 months; can be renewed twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of certificate or license usually carries right to foreign exchange.

KENYA—Commodities imported under Open General License or a specific import license, valid from date of issue until end of calendar year. Exchange permit issued by an authorized bank is required, but granting of license usually guarantees release of foreign exchange.

LIBERIA—Import license necessary for only a few items. Exchange permit not required.

LIBYA—Most items imported under Open General License but some require a specific license. For goods originating in United States, licenses are valid for 6 months and may be extended for 3 months. Longer periods of validity may be granted for imports of industrial or agricultural machinery. Foreign exchange automatically allocated for licensed imports.

MALAGASY REPUBLIC—Import licenses, based on a global quota, required for goods from United States. Licenses are valid for 6 months and usually are issued in March and September. Two successive extensions of 3 months each may be granted. License assures release of necessary foreign exchange.

MALAWI—Import license required. Goods admitted with either an Open General License or a specific license, usually valid for 6 months. License carries right to foreign exchange.

MALI—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

MAURITANIA, NIGER, and SENEGAL—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange.

MAURITIUS—Imports subject to either Open General License or a specific license. Licenses usually valid for 1 year. Exchange authorization required but license usually carries right to foreign exchange.

MOROCCO—Import license required for most U.S. goods. Licensing preference given to those goods necessary for economic development and maintenance of normal economic activity. In most cases a 25% deposit, based on f.o.b. value of goods, must be made at time import license is requested. Licenses, valid for 6 months,

usually carry right to foreign exchange. To conserve scarce foreign exchange, Morocco has issued a list of permitted imports. All goods not on list are prohibited entry at this time.

NIGERIA—Most imports admitted under Open General License but some require a specific license. Licenses issued on 12-month basis. Exchange authorization required, but issuance of license usually guarantees release of foreign exchange.

PORTUGUESE OVERSEAS PROVINCES, including ANGOLA, MOZAMBIQUE, and PORTUGUESE GUINEA—Imports from United States subject to licensing and prior registration with Foreign Commerce Board. Licenses granted only for items deemed essential and not available from Portugal or any of its overseas provinces. Licenses usually valid for 90 days and may be extended if application stating reasons for extension is filed before expiration date. Exchange permit required, but license normally assures release of necessary foreign exchange.

RWANDA—Import license necessary. Valid for 6 months from first of month following date license is stamped with exchange visa. Licenses for goods considered essential to economy carry right to foreign exchange. Licenses granted for other goods do not include official allocation of exchange.

RHODESIA—Most goods admitted under Open General License with certain commodities requiring a specific license. Licenses, usually valid for 6 months, carry right to foreign exchange.

SIERRA LEONE—Most items admitted under Open General License, but certain commodities subject to a specific license. Licenses usually valid for 1 year. Exchange permit required, but normally readily granted for legitimate trading transactions.

SOMALI REPUBLIC—Import license required. Goods admitted under Open General License or a specific license, usually valid for 4 months. Exchange authorization required, but import license normally carries right to foreign exchange.

SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA, and the British High Commission Territories of BASUTOLAND, BECHUANALAND, and SWAZILAND—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—US $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured.

SOUTHERN RHODESIA—Import licenses required and are presently issued only for the most essential commodities due to limited foreign exchange. Issuance of license assures release of foreign exchange. List of items which may be imported will be readjusted effective March 31, 1966. (In view of the current situation in Southern Rhodesia, U.S. businessmen planning to do business with that country may wish to contact the Department of Commerce or their nearest Field Office for information concerning the most recent developments).

SUDAN—Goods considered essential for economic development or consumption and other miscellaneous items can be imported under Open General License. Goods which compete with locally produced commodities or are considered luxuries admitted only under a specific import license. Automobiles with a c.i.f. value exceeding 500 Sudanese pounds (1 Sudanese pound=US $2.87) are not licensed, except with special permission. Licenses, valid for 3 months, may be extended if justifiable reasons are given at least 3 weeks before expiration date. Exchange authorization required, but license usually assures release of necessary foreign exchange.

TANZANIA—Commodities imported under Open General License or a specific import license, normally valid for 6 months. Issuance of license usually assures release of necessary foreign exchange.

TOGO—Import license required. Valid for 6 months, but can be renewed twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization necessary, but import license usually carries right to foreign exchange. Licensing procedures do not favor franc zone goods.

TUNISIA—Import license required. For importation of certain capital goods and raw materials considered essential there are no quantitative restrictions, and issuance of license is usually assured. Such items are known as liberalized goods. Nonliberalized commodities, subject to quotas or a special import program, are more strictly licensed. Many nonessential items require advance deposits ranging from 25 to 100% before license is issued. Licenses usually valid for 6 months. Exchange authorization required, but issuance of license usually assures release of necessary foreign exchange.

UGANDA—Most commodities imported under Open General License but some goods require a specific import license. Licenses valid for 6 months. Banks are authorized to make payment for imports in any currency on production of proof by importer in Uganda as to value of goods and that they have been or will be imported.

UPPER VOLTA—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange.

ZAMBIA—Import license required. Goods are admitted with either Open General License or a specific license, usually valid for 6 months. License carries right to foreign exchange.

WOOD GETS the treatment on U.S. machine.

EUROPE

AUSTRIA—Majority of imports liberalized. Only small number of agricultural items require prior application for import licenses. Licenses normally valid for 6 months; may be extended for justifiable reasons. No separate exchange permit required.

BELGIUM—No import license necessary, except for a small number of products. Licenses usually granted freely, where required, and are valid for 4 months. No separate exchange permit required.

BULGARIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

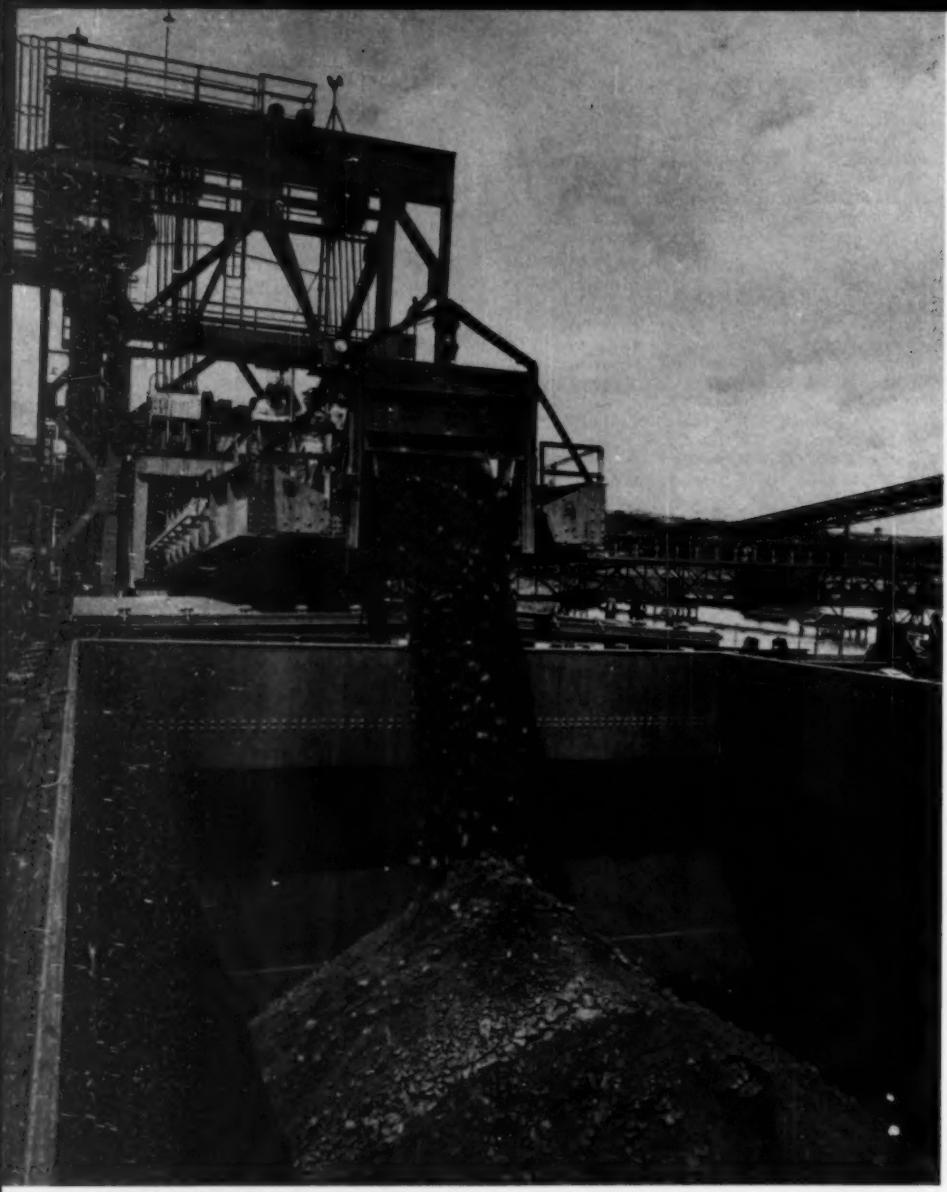
CZECHOSLOVAKIA—Practically all imports are made by government agencies according to plan and do not require an import license or an exchange permit.

DENMARK—Import license required only for limited list of nonliberalized products. License usually issued for 12-month period. No separate exchange permit required.

FINLAND—Import license required only for a limited list of nonliberalized products. License usually valid for 6 months. No separate exchange permit required.

FRANCE—No import license necessary, except for limited number of mainly agricultural products. Licenses generally valid for 6 months. No exchange permit required.

GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN—No import license necessary except for certain agricultural products; a few nonagricultural items also require licenses but these are freely granted. Licenses normally valid for 6 months. No separate exchange permit required.



DOWN THE CHUTE goes coal, the beginning of a journey from the mines to Latin American markets.

GERMANY, SOVIET ZONE, including Soviet sector of Berlin—Import license necessary; Government agencies responsible for securing own permit. Exchange permit required, but import license automatically provides for allocating necessary foreign exchange.

GREECE—No import license necessary except for specified items, including, rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with authorities. Bank of Greece approval required for goods imported under AID authorization.

HUNGARY—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

ICELAND—Import license not necessary for items on extensive free list. For all other items import license required; usually valid for 6 months. Exchange permit required, except for free list imports.

IRELAND—Import licenses required only for a few products. License normally valid for maximum of 6 months. Exchange permit not required, except for importations from United States exceeding £2,000 ($5,600) for each transaction.

ITALY—Import licenses required only for a limited number of items. Licenses generally valid for 6 months. No exchange permit required.

LUXEMBOURG—Import licenses required only for a small number of products. Licenses, usually granted freely, are valid for 4 months. No separate exchange permit required.

MALTA—Import licenses required for relatively few items. Licenses usually valid for 8 months.

NETHERLANDS—No import license necessary, except for a small number of products. Licenses, usually granted readily, are valid for 4 months, with possibility of extension for valid reasons. No separate exchange permit required.

NORWAY—Import license required only for a limited list of nonliberalized products. Validity period license usually indicated on license. No separate exchange permit required.

POLAND—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

PORTUGAL, including the AZORES and MADEIRA—Import licenses necessary but are granted automatically for most products. Valid for 6 months and can be extended for 6 months or even longer where justified. Exchange permit required.

RUMANIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

SPAIN, including CANARY ISLANDS—Import license and exchange permit not necessary except for nonliberalized products. License generally valid for 3 months.

SWEDEN—Import license required only for automobiles and certain agricultural products. Licenses for automobiles are granted freely. No separate exchange permit required. Validity period usually indicated on license.

SWITZERLAND—No import license necessary except for a few agricultural products. No exchange permit required. Licenses generally valid for 3 months.

UNION OF SOVIET SOCIALIST REPUBLICS—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

UNITED KINGDOM—Import licenses not required except for a limited number of products, for example: grapefruit, grapefruit juice, orange juice (except unpasteurized frozen concentrate), fresh apples and pears, certain airplanes, and cigars. Licenses usually valid for 1 year. Exchange permits, required only for import transactions value over £2,000 ($5,600), routinely issued.

YUGOSLAVIA—Only licensed import firms are permitted to carry on import operations. Government maintains strict control over foreign exchange allocations.

FAR EAST, OCEANIA

AUSTRALIA—Import licenses not necessary except for 2 items: aluminum products and second hand or used excavating and construction machinery and equipment. Licenses valid for 1 year. Exchange permit not required.

CAMBODIA — SONEXIM, State trading agency, imports on basis of a simple import declaration countersigned by Cambodian Bank of Commerce. Agency carries out all import operations in conformity with a National Import Plan established

by Government for each calendar year. Bank of Commerce releases foreign currency and maintains strict control over nonessential imports. There is a special high exchange rate for luxury imports. Trade associations, private firms, Government agencies must submit request for imports to SONEXIM.

HONG KONG—Import license necessary only for dutiable, strategic, or short-supply goods; relatively few items affected. Exchange permit not required for transactions financed at free market rate but required for a limited number of imports financed at official rate of exchange.

INDONESIA—Extensive change in trade and exchange controls are under way. The automatic foreign exchange allocations previously granted exporters (SPP's and AD's) have been abolished. It is believed a combined import/exchange license is now required for all imports, except those with so-called complimentary exchange.

JAPAN—Import license necessary but readily available for majority of items. Certain items require import quota allocation certificate from Ministry of International Trade and Industry prior to issuance of import license by foreign exchange banks. For other items, only import licenses required—automatically granted by banks. License, valid for 6 months, carries right to foreign exchange. Importers also required to make advance deposit for many categories of products.

KOREA, REPUBLIC OF—Import licences necessary for limited number of restricted items and those not specifically designated. A significant number of items are prohibited importation. A large group of items, importable on an "automatic approval" basis, do not require specific license. Importers, after receiving licenses, may purchase, on open market, foreign exchange certificates issued by foreign exchange banks which entitle holder to purchase foreign exchange. Exchange certificates required for all foreign exchange expenditures except invisible transactions of less than $50. Certificates are issued against almost all Korean exchange earnings from private sources and Supporting Assistance (SA) funds from Agency for International Development. Certificates are not issued, however, against surrender of exchange receipts by UN/US Forces, foreign tourists, or under Public Law 480 arrangements. Import licenses valid for 6 months except from Japan in which case validity period is 4 months.

LAOS—Both import license and exchange permit required.

MALAYSIA—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety, or morals. Licenses required for limited number of items to protect domestic industry. Exchange permits not required. Quotas on some agricultural products.

NEW ZEALAND—Import licenses generally required. However, Government has taken major steps toward liberalization of imports. Over 90 items, including raw materials, equipment, and finished goods not made in New Zealand have been exempted from import licensing. Approximately one-third, by value, of country's imports now exempted from licensing. Exchange permit not required. Import licenses usually issued on a licensing year basis and unless cancelled, are available for importation of the specified goods at any time during year. Licenses cease to be valid after end of year, but can be extended. Extensions granted only for special reasons such as shipping strikes or other emergencies.

SINGAPORE—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety, or morals. Licenses required for limited number of items to protect domestic industries. Exchange permits not required. Quotas exist on a variety of items.

PHILIPPINES—Generally, no import license is needed except for those items whose importation is regulated or prohibited to protect domestic industry, assure national safety and public morals. No exchange licenses required although most imports must be covered by letters of credit accompanied by advance or time deposit of up to 100% of value of the import. Deposit retained by the bank for at least 120 days.

TAIWAN—Import license necessary. Exchange permit required but generally automatic with issuance of import license. Import permits, valid for 6 months for U.S. goods, may be renewed for 6 months if necessary. Import permits for goods from Japan and Hong Kong valid for 3 months.

THAILAND—Import licenses required for 79 items; others may be freely imported without license. Validity periods for licenses based on 3 geographic designations, with 6-month period applicable to licenses for imports from Western Hemisphere, Europe, and Australasia.

VIET-NAM, Republic of—Import license necessary. Exchange permit required but import license carries right to foreign exchange. Import license valid for 2 months from date it is visaed by National Exchange Office for imports from Asian sources and for 3 months for imports from American, European, African, and Australian sources.

NEAR EAST—SOUTH ASIA

ADEN—Neither import nor exchange permit required.

AFGHANISTAN—Import license not required for most imports, but declaration or customs permit must be obtained from Afghan border officials or from trade agents abroad. Imports are divided into three groups: 30 prohibited items; 62 items for which the banks may open letters of credit; and 92 items for which letters of credit may not be obtained. The last category, however, may be financed with foreign exchange obtained in the free market.

BAHREIN—Neither import license nor exchange permit required.

BURMA—Foreign trade is nationalized. All importing is by Government agencies, mostly through open tenders, although some purchases are by direct negotiation. Foreign exchange allocations not announced publicly. Foreign exchange drawn automatically for authorized imports.

CEYLON—Import license required for all commercial shipments other than those on Government account. Imports subject to quota allocation, and some reserved to public sector. Granting of foreign exchange is not automatic and requires separate and specific approval. Licenses usually valid for 6 months, but may be extended according to merits of individual case.

CYPRUS—Import license required for any imports not included under Open General License. Exchange permit granted automatically for authorized imports.

INDIA—Import license required for all goods except Government imports. Licenses usually valid for 1 year, with a condition that remittance for goods will not exceed 50% of value of the license during first 6 months of validity period. Capital goods licenses may be valid up to 18 months. Exchange permit issued automatically for authorized imports.

IRAN—Import licenses not required. Some commodities—including medicines, pesticides, tobacco, explosives and firearms—however, require prior Government approval. Additionally, many commodities are "unauthorized" for import. All imports require placement of a 2% deposit with the Central Bank; this deposit is not refundable until the goods have cleared customs. All but essential imports must be financed through letters of credit approved by the Central Bank. Approval is contingent upon placement of advance deposits of 15, 40, or 100% (graduated on the basis of essentiality) of the shipment. Commercial imports are restricted to holders of a "trade card" issued by the Tehran Chamber of Commerce.

IRAQ—Import license, issued by the Central Government, and exchange permit, obtained through the Central Bank or an authorized dealer are required for all commercial imports. Importation of tea, jute, certain drugs and medicines, sugar, automobiles and some other commodities is a Government monopoly. Such imports must be channeled through designated state trading companies. Tires, tubes, batteries, automotive spare parts and certain medical goods are partially monopolized, i.e., private importers may compete with state trading companies for the importation of these goods. Validity period of licenses varies from 6 to 12 months, according to the commodities involved.

ISRAEL—About half of imported items do not require licenses. An exchange permit is granted automatically for authorized imports. Licenses normally valid for 6 months.

JORDAN—Import license and exchange permit required for all commercial imports. Licenses normally valid for 6 months but may be extended.

KUWAIT—Commercial imports restricted to holders of Open General License—that is, Kuwaiti nationals and firms only. Specific licenses required for firearms, munitions, pork, poisons, and alcoholic beverages. No exchange permit required.

LEBANON—Import license required only for certain commodities which are locally produced. No exchange permit required for any imports.

MUSCAT and OMAN—Neither import license nor exchange permit required.

NEPAL—Import license required for all except Government imports. Exchange permit issued automatically for authorized imports.

PAKISTAN—Import licenses required for all except Government imports, certain Free List items, and goods imported under export bonus plan. Licenses for most goods are valid for one year, with the condition that only 50% of the value of the license may be utilized within the first 6 months. Exchange permits are issued automatically for authorized imports.

QATAR—Neither import license nor exchange permit required.

SAUDI ARABIA—Neither import license nor exchange permit required.

SYRIA—Import license and exchange permit are required for most commercial imports. A number of imports are prohibited, or restricted. Additionally, some 54 commodities including tires, tubes, tractors, motor vehicles, tobacco and pharmaceuticals are reserved to State's import company, SIMEX.

Private sector import licenses for most commodities contingent upon prepayment of advance deposits of 15, 40 or 70%, graduated on basis of essentiality. Licenses valid for 6 months and under certain conditions may be extended for an additional 3. Foreign exchange may be withheld, or allocated on basis of essentiality, as Syria's foreign exchange position requires.

TRUCIAL STATES—Neither import license nor exchange permit required.

CUSTOMER'S CHOICE in U.S. soups is boundless as local store in Barbados shows pyramid display.

TURKEY—License and prior deposit are required for all imports. Licenses valid for 6 months or such extended time as may be granted.

UNITED ARAB REPUBLIC—Import permit issued by National Organization of Commerce and approved by Plan Committee required for all commercial shipments. Committee gives approval only if proposed import is included in official import program and if foreign exchange is available. Imports channeled through selected Government-owned trading companies, public industrial companies, or Government agencies.

YEMEN—Neither import license nor exchange permit required.

WESTERN HEMISPHERE

ARGENTINA—Import license, exchange permit not required; but luxury and nonessential imports are either prohibited or subject to prior deposit of 75% for 180 days. Payments for capital goods imports must conform to extended financing terms established by Central Bank.

BOLIVIA—Import permits required for number of food products (valid for 180 days), chemical products, machinery, and other miscellaneous products. Readily granted for U.S. goods. No exchange controls.

BRAZIL—Import license not required except for luxury goods or other commodities considered nonessential to the economy and items imported without exchange cover. License valid for period stipulated therein, usually 180 days. A certificate of exchange cover required for most commercial imports. Exchange permit not required for essential goods. Foreign exchange for imports purchased in free market at rate fixed from time to time by Bank of Brazil. Certificates obtained at auction give right to purchase exchange for nonessenetials and right to an import license.

BRITISH COLONIES, n.e.s.—Import license periodically required for vegetables and flower imports into Bermuda. All imports into Bahamas must have import license as a formality. Barbados, Leeward Islands, Windward Islands, British Honduras, British Guiana, and minor Colonies, Protectorates and Trusteeship Territories do not require import license except on limited list of items as gold bullion, fireworks and explosives, arms and ammunition, fats and oils, soaps, sugar, rice, eggs, footwear, preserves, and citrus products. Foreign exchange generally available.

CANADA—Import license necessary only for butter; butter fat; cheddar cheese; dried skim milk; wheat, oats, and barley and certain processed products of these grains; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy. Import of alcoholic beverages requires Provincial licenses. Used automobiles manufactured before year in which importation is sought, used aircraft, oleomargarine, and butter substitutes and spreads cannot be imported. Licenses valid for 1 to 6 months depending on the product. No exchange permit required.

CHILE—Import registration receipt required, and goods not appearing on list of permitted imports are prohibited. A number of such prohibited goods are allowed entry into free port of Arica and Provinces of Magallanes, Aysen, and Chiloe. Most goods subject to prior deposit at time of registration in local currency which is often equal to the amount of surcharge, returnable after 90 days on most goods. Permitted imports are subject to ordinary duties, additional tax, and surcharge. Surcharge alone ranges up to 350% of c.i.f. value. Exchange for imports available at official bankers' rate. Futures available for specified goods. Exchange cover not legally available for at least 120 days after date of bill of lading. Exchange permit not required.

COLOMBIA—Prior import licenses required for most imports entered at intermediate rate of exchange and all entered at preferential rate. Some goods prohibited. Prior import registration required for all imports. Prior import deposits required as prerequisite to application for registration. Deposits range from 1% to 120% as of Oct. 1, 1965. Deposits for imports at intermediate rate being reduced by 5% of Oct. 1, 1965, amount each month from that date until eliminated after 20 months. Exchange provided when authorized through exchange certificates sold over Bank of Republic counter. Prior exchange deposit required 20 days prior to date of purchase, in amount of 95% of peso value of exchange, calculated at preferential rate.

COSTA RICA—A general system of import licensing and exchange controls does not exist in Costa Rica. However, prior registration necessary for importation of most pharmaceutical products and prior approval (subject to presentation of a sanitary certificate) necessary for import of foodstuffs, live animals, plants, seeds.

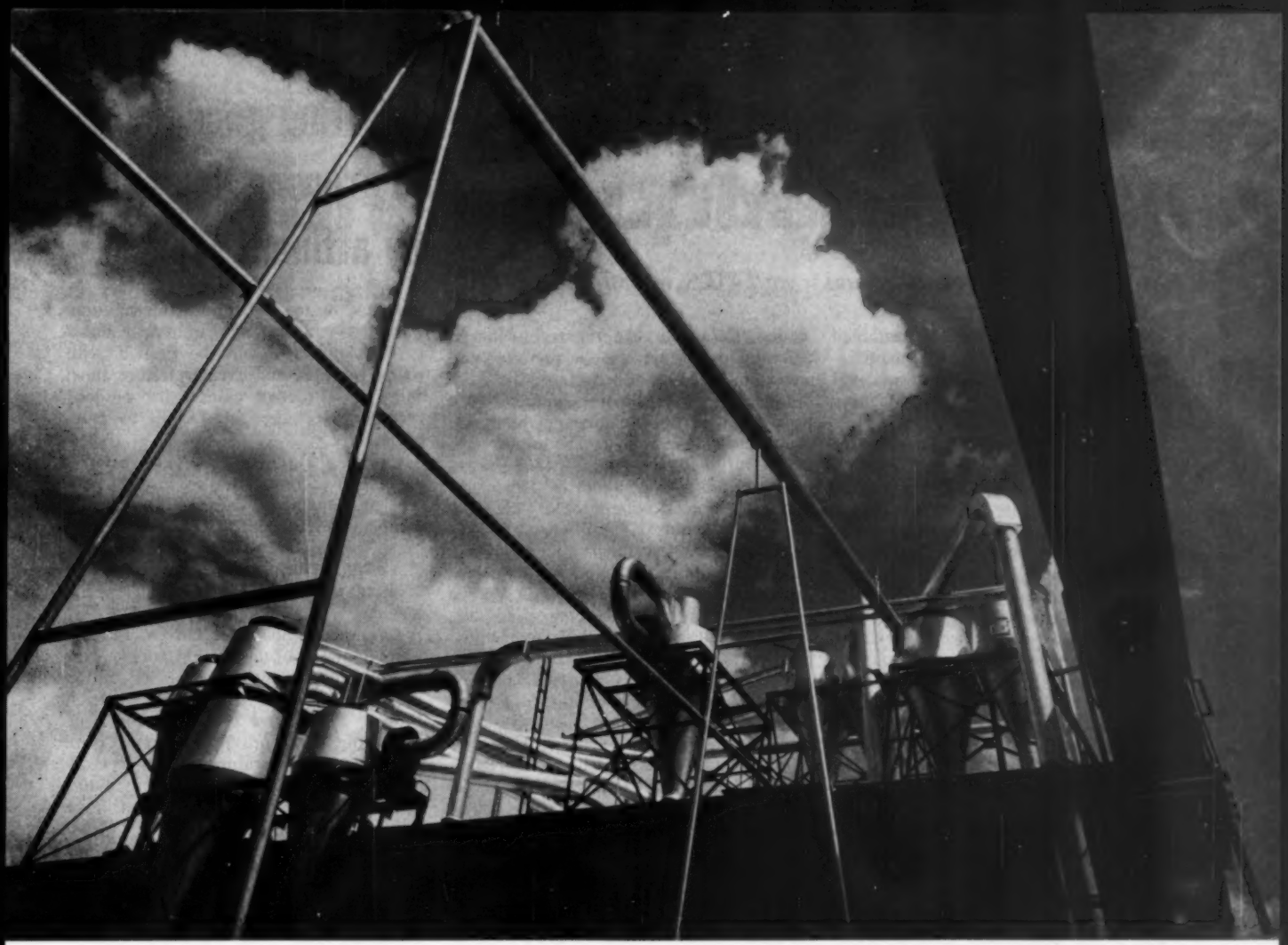
ECUADOR—Import license required. Prior deposit ranging from 15 to 80% of c.i.f. value required on most imports and is prerequisite for obtaining license. Licenses valid for 120 days, may be extended in special cases. No exchange permit required. Approved license carries right to foreign exchange.

EL SALVADOR—Prior approval of Exchange Control Department of Central Bank necessary before placing orders abroad for any kind of goods. These import licenses, for exchange control purposes, granted freely. Exchange for importation of raw materials or goods for use in agriculture, livestock, or industrial production (including construction) will be authorized within 360 days from date of shipment; for other merchandise, 120 days (nonextendable).

GUATEMALA—Import license not required except for maps of Guatemala, explosives, poultry, and wheat flour. Exchange permit required but granted freely.

HAITI—Government has blanket authority to fix import quotas, but authority has not been officially invoked. Import licenses required for shoe polish, rice, and cotton cloth and its manufactures. Government tobacco monopoly also controls imports of tobacco, matches, soap, detergents, edible oils, cements, sugar, and some other products. Exchange permits not required.

HONDURAS—Import licenses not required, ex-



CYCLONES AND PNEUMATIC CONVEYORS at this Venezuela plant help make wallboard from bagasse. Licenses are required on imports of food and other products which compete with Venezuelan manufactures. Most other products may be imported into this Latin nation free of licensing restrictions.

cept for pharmaceuticals, arms and ammunition, and the like. Exchange permit not required.

JAMAICA—Import license not required except on some items in commodity categories such as clothing, electrical equipment, fish, poultry, pork, footwear, fats and oils, motor vehicles, plastics, paints, metal furniture and materials, preserves, and light metal manufactures. Foreign exchange automatically issued by commercial banks except for items requiring specific import license on which approval must be obtained from Exchange Control Authority.

MEXICO—Import license valid for 90 working days required for extensive list of articles. Exchange permit not required.

NETHERLANDS ANTILLES—Import licenses valid for 6 months required for all goods except a fairly extensive list of commodities for common consumption. No exchange permit required for commodity imports.

NICARAGUA—Imports subject to prior registration, valid for 6 months.

PANAMA—Import permits required for salt, milk and milk products, tomatoes and tomato products, flour, eggs, chickens, certain other agricultural products, cotton plush, various medicinal ointments, wire screen and its substitutes, washing powders and detergents, steel rods and bars, and certain other products. No exchange controls.

PARAGUAY—Import license not required. All imports subject to exchange surcharge of 30% of c.i.f. value, in addition to basic duties and additional tax for most items. Many imports are subject to prior deposit of 100% of f.o.b. value, in local currency, returnable after 120 days. Exchange permit not required.

PERU—No exchange restrictions affecting imports, and import licenses not required.

SURINAM—Import licenses, valid for 90 or 180 days, which guarantee access to foreign exchange, required on virtually all items.

TRINIDAD and TOBAGO—Import license not required except on some items in commodity groups such as cereals, feeds, citrus and preserved fruits, animal and vegetable fats and oils, crude and partly refined petroleum, soaps and cleansers, coloring materials, paper products, textile fabrics, metal containers, furniture and clothing. Foreign exchange almost always obtainable, but application must be made to Ministry of Finance for all commercial shipments.

URUGUAY—License not required, but imports must be registered. Most imports subject to surcharges of from 30 to 300% of c.i.f. value, in addition to basic duties and miscellaneous smaller taxes. All goods subject to surcharge of 150% or more must pay prior deposit of 200% of c.i.f. value, returnable after 9 or 12 months, depending on product. Exchange permit not required.

VENEZUELA—Most merchandise may be imported free of licensing restrictions. Licenses are required, however, on most food products and a range of other products which compete with Venezuelan manufactures. Single exchange rate of 4.5 bolivares to $1 applicable to all imports, except wheat and powdered milk, which enjoy effective rate of 3.35 bolivares to $1. Exchange permits not required.

Laundry, dry cleaning equipment show spotlights market in France

Paris exhibition has newest items from 24 U.S. manufacturers

Visitors from 30 countries examined equipment exhibited by 24 U.S. manufacturers at the recent Seventh International Exhibition of Laundry and Dry Cleaning Equipment in Paris.

More than 350 exhibitors from the United States, United Kingdom, Belgium, Denmark, Spain, Italy, the Netherlands, Norway, and Sweden participated.

A survey of the French laundry and dry cleaning market reveals that France has approximately 1,100 industrial laundry plants (15 employing more than 100 persons). These service a great number of small laundry shops, which function as pick-up and drop stations.

In addition, there are an estimated 6,400 laundry establishments which do all their work on the premises. It is estimated that there are about 100 laundromats in France.

There are also about 1,800 dry cleaning plants which provide services to some 10,000 village and city dry cleaning establishments. In addition, there are 1,200 establishments throughout France called "pressing" which offer dry cleaning and pressing services on the premises.

There are also 5,500 establishments called "Detacheurs-Appreteurs" which do spotting and ironing on the premises and send out cleaning and dyeing. About 25 self-service establishments equipped with coin-operated dry cleaning machines are now operating in France. The total weight of laundry and clothing cleaned and dyed annually amounts to about 80,000 metric tons. The annual volume of dry cleaning business is about $100 million.

It is estimated that about 65% of laundry equipment and 40% of dry cleaning machines presently in use in France are of foreign origin, coming principally from Western Germany, the United States, Italy, and Belgium-Luxembourg.

U.S. manufacturers who wish to participate in the next International Exhibition of Laundry and Dry Cleaning Equipment to be held in Paris in November 1967, should write directly to the Salon International de l'Equipement Blanchisserie-Teinturerie, 80 Boulevard Malesherbes, Paris, France.

Chicago Loop is starting point for trade knowledge

Chicago area residents may learn about the intricacies of international trade in evening classes at Roosevelt University.

Paul I. Feltenstein, President, World Export Service, heads the foreign trade program, which offers courses that can be taken for credit toward a degree, for a certificate in foreign trade, or on a non-credit basis.

Upcoming courses offered, according to Director Dr. Lucy Ann Marx, are Import Trade Practice, Foreign Trade Traffic and Transportation, Export Trade Practice, and Applied Export Marketing.

Instructors are all actively engaged in their day-to-day jobs with special aspects of international trade.

Spring semester classes begin Feb. 8. **Write:** Director of Admissions, Roosevelt University, 430 So. Michigan Ave.

Ads in Czech organs can boost U.S. firms' sales

American firms interested in selling in Czechoslovakia can strengthen their approach to this market by advertising in any of numerous periodicals now accepting foreign advertisements. Such ads, the U.S. Embassy in Prague reports, may be arranged through either "Made in Publicity," Opletalova 7, Prague 1, or "Rapid," 13 Ulice 28 Rijna, Prague 1.

In spite of possible further restrictions in hard currency purchases because of expenditures resulting from poor harvests, it is held, advertising in these journals could provide an institutional build-up and whet already keen but deprived appetites among the large technical and managerial class.

TECHNICAL FAIR

The tenth annual International Technical Fair will be held in Belgrade May 21-30. The 30th anniversary of the Belgrade Fair also will be celebrated then. **Write:** Belgrade Fair, Vulevar Vojvode Misica 14, Post Fah 408, Belgrade, Yugoslavia.

Sporting goods now in growing demand by affluent French

Response to the recent International Camping and Fishing Equipment Show in Paris indicates that the French, with rising incomes and greater leisure time, form an attractive market for outdoor recreational equipment. Details by categories are:

Camping Equipment—expensive tents, capable of accomodating six to eight people, are much in demand among the campers of the country. Other items with high marketability include canvas for tent manufacturing, heating, lighting and cooking devices, ice boxes and special luggage.

Swimming Pools—the current ratio in Paris is one pool to 200,000 people. Under the Government's Fifth Modernization Plan, many more are to be built in France. Prospective customers for large swimming pools are public and private schools, where swimming has recently been made compulsory, sporting clubs, summer camps, large hotels and large housing developments.

Skiing Equipment—although France manufactures 180,000 pairs of skis yearly and exports a sizable quantity, foreign made skis are imported in great numbers, especially from West Germany, Austria and Scandinavian countries. French skiers, who are particular about their equipment, do not hesitate to spend fairly large sums on their skis, shoes, clothing and other accessories.

Also, Bowling—most of the equipment in France's 20 bowling centers is imported from the United States. Following the construction of large installations in Paris and other large cities, hotel and restaurant owners are considering installations for small towns.

U.S. manufacturers who are interested in showing and selling their goods in France are invited to participate in the next International Camping and Fishing Equipment Show Oct. 29 to 31 in Paris.

Cargo hits all-time high

Pan American Airways, New York, reports that the airline's cargo ton-mile total for 1965, 422,992,000, showed the greatest increase in its history, 55.5% over 1964 and a greater gain than during the past five years combined.

Iran on the upbeat

Surging trade figures put U.S. in top position as supplier of Iran's imports

By JOHN K. HAGEMANN

Commercial Attache,
U.S. Embassy, Tehran

Exports of American goods to Iran have been increasing during the last year, more or less in step with the revival of that country's economic activity. In the last Iranian calendar year for which statistics are available (ending March 20, 1965), U.S. exports to Iran increased by more than 50%.

The outlook is for continued fair business weather, and the U.S. should hold onto its recently-won position as Iran's prime supplier or at least maintain its previous position as number two.

Iran is a developing country with an increasing ability to pay its own way with earnings from its vast oil reserves. It has moved from the importation of finished consumer goods to the establishment of import-substitution industries as so graphically illustrated at the recent Iran Industrial Exhibition.

Iran is building up such basic economic facilities as roads, electric power, ports and schools, and has concrete plans for their continued expansion.

With the acquisition of a steel mill Iran's planners will be developing the country's basic industries which in turn call for auxiliary industries. Thus, Iranian importers will be diverted from the purchase of consumer goods to the acquisition of capital and developmental products.

To the hilt

Hence, the American businessman wishing to do business in Iran must adjust his thinking along developmental lines, and must be prepared to meet the needs of a country hurrying through progressively higher stages of economic development. This means that he must not only study the Iranian market carefully as it is presently constituted, but he must also assess the government's development plans and their effect on the future.

More concretely, he must fully support his agent's efforts to expand sales and service. Depending upon his product, the American should be constantly weighing the feasibility of local manufacture which progressively produces a larger proportion of the article in Iran.

The Government of Iran is ready to give protection to locally manufactured products. As a result, the timid supplier who fails to keep abreast may find himself entirely shut off from the market. On the other hand, by moving at the appropriate time, he can firmly establish himself in Iran.

Economic conditions in Iran today are propitious for new or expanded sales activities by interested, expansion-minded American businessmen. Most economic indicators have become increasingly favorable during the last year following a fairly prolonged period of stagnation.

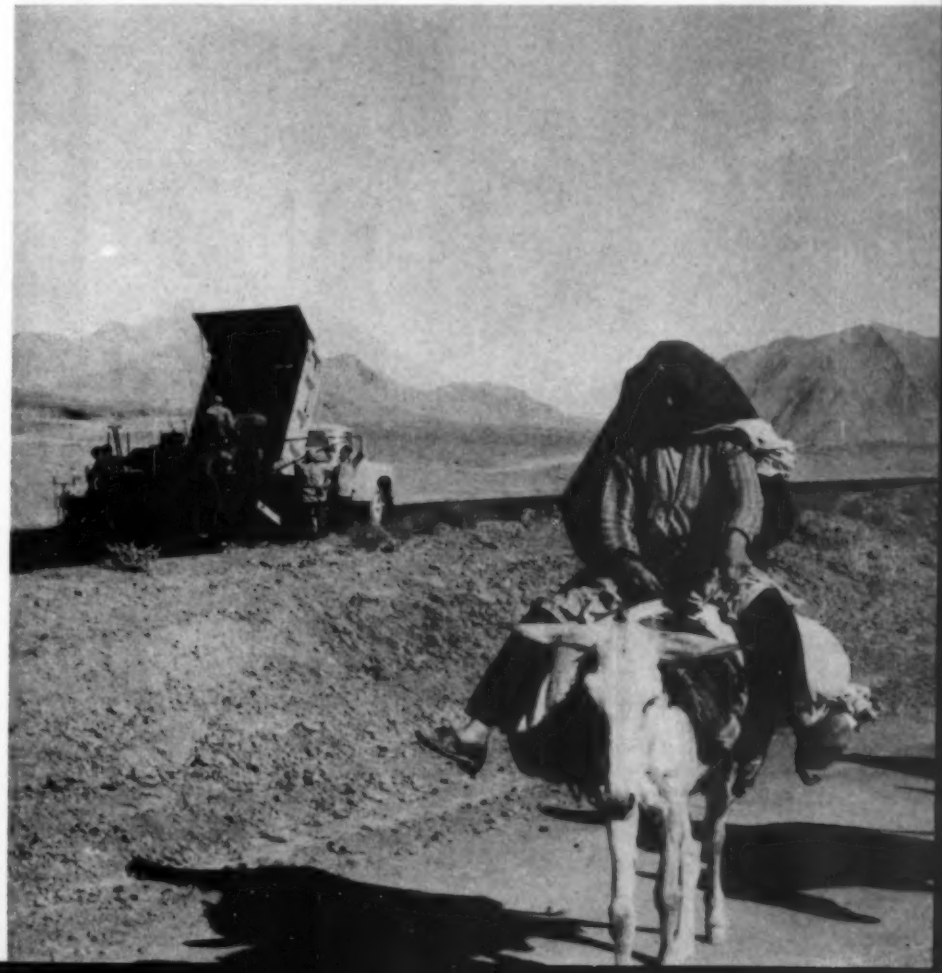
This year's excellent harvest is contributing heavily to the auspicious atmosphere, since Iran is predominantly agricultural; this has put more purchasing power into the hands of the largest segment of the population. Agriculture is

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

THE ROADMAKERS aim for the horizon while this Iranian peasant resolutely steers his donkey in the opposite direction. Such contrasts are common in Iran as its development drive picks up momentum.



ARID IRAN is combatting its age-old water shortage with a nationwide series of dams to conserve the precious liquid. Shown above is the Sefid-Rud Dam.

THE SOULFUL FELLOW at right really put his heart into this job, which was showing a group of Iranian students around the modern radio and television broadcasting studios of Radio Iran in Tehran. While many firms have been slow to modernize, there are a substantial number of up-to-date, efficient operations.

also the area where big development schemes such as dams and irrigation projects are underway or being planned.

The first and second phases of a relatively ambitious land reform program are now largely completed and credit facilities for the new farmers are being vastly expanded. Thus, in a land where productivity is low and farm methods need improvement, it seems that conditions are ripe for the sale of advanced U.S. agricultural implements and machinery.

Construction activity is still at a high level, with cement plants and brickyards working at top capacity. As in most developing countries, building methods are not the most efficient and modernization and some mechanization seem called for, particularly in areas where efficiency could be improved without affecting employment. Once again there are sales opportunities for the proper products.

Many modern outfits

Other industrial output is also at a high level. While much production is carried on by small, inefficient units needing modernization, there are also many modern and efficient industrial operations in Iran. There are opportunities for consolidating and modernizing many of these operations through sales of American machinery.

Machine tools present another good example of a product category which has broad market possibilities similar to those

for agricultural machinery. Machine tools offer prime sales potential in developing countries, and Iran is no exception. As industrial production becomes increasingly based on machines, machine tools are a major requirement, especially since they are also used to make other machine tools. The expected rise in ancillary industries utilizing the products of the projected steel mill and the planned aluminum plant should create a booming market for machine tools of all kinds.

The plans for the new industrial estate at Ahwaz are moving ahead rapidly. Supplying the new plants to be established there will open up further prospects for machine tool sales in Iran.

The industrial sector as a whole is characterized by the reluctance of the average entrepreneur to reinvest in expansion or to initiate new industries. This area probably holds the greatest opportunities for American enterprise. In addition to its oil and gas reserves, Iran has impressive natural resources which are practically undeveloped.

Developing these natural resources where feasible, modernizing present plant capacity (such as textile mills), establishing new ancillary industries, are prime areas for Iranian-American joint ventures.

Partnerships of this kind already exist in Iran, perhaps the outstanding example being the tire industry where to Iran-American companies (B. F. Goodrich and General Tire), each with a different Iranian partner, cover virtually the entire domestic market for passenger and truck tires.

A vast potential exists for more such enterprises. However, the initiative probably will have to come from outside Iran, and will require an American firm which is willing to back with know-how and equity a product which it feels has a profitable sales potential in Iran. Joint ventures would probably involve the sale of U.S. machinery, management contracts and/or licensing arrangements. Several such initiatives could have a catalytic effect on Iranian businessmen with capital to invest.

Words of warning

The American firm embarking on a joint venture must come to the conference table with a long-term outlook. It should not expect to conclude an agreement in the same time as at home; it should make its profit and loss projections over about five years, rather than only a year or two; and it should be prepared to exercise vast patience in coping with language barriers, involvement with government offices, and differences in the business methods of the two societies.

The American businessman must also realize that the competition is stiffening. For example, a Russian Industrial Exhibition last spring afforded some favorable publicity for Soviet goods, although it is believed that sales were low. Trade missions from Soviet bloc countries are increasing in number, and several trade agreements have been signed.

The projected construction of a Russian steel mill in Iran eliminates one important field where American industry excels. Thus, where entrenched European companies have constituted some of the more serious obstacles to the sale of American products, now Soviet Bloc representatives must also be seriously reckoned with.

Japan is also aggressively entering the competition.

Particular problem

One particular problem for Americans doing business in Iran is the inadequate distribution system. Practically all economic power and commercial activity are centralized in Tehran, as is the Government. Other cities and industrial areas look to Tehran for decisions. Virtually all head offices are located in the capital city.

While many distributors have offices in all the larger cities, the branches tend to show less initiative and aggressiveness than a direct representative. This situation should be carefully considered before giving exclusive agencies to a firm headquartered in Tehran, because many businessmen in the smaller cities are anxious to get direct representation and will probably give good results if they have been properly screened and found to be qualified. U.S. firms should be careful not to overload a good agent, once they find one outside Tehran.

On the move

Iran is on the move, economically and commercially. While the U.S. share of Iran's market is quite good, there is no room for complacency. The American doing business with Iran must constantly study the situation as it evolves, and make sure he stays competitive, since many new forces are coming into play which could make his position deteriorate.

FROM THE CASPIAN SEA to the Persian Gulf U.S. products are spearheading Iran's development program. At right, a drilling crew bringing in another oil well, and, below, a bulldozer clears the way for a section of the Trans Iranian Highway, which will link North and South Iran.

THE OLD GUARD stands silently by as a construction crew installs a pipeline for the Netherlands' newest power source, the surging natural gas industry.

NETHERLANDS

Gets better all the time

Consumer items formerly considered luxuries are becoming standard fare

By H. W. PRENTICE
Commercial Attache
U.S. Embassy, The Hague

Last year's outlook report on U.S. trade with the Netherlands emphasized that while this is a small country it is a big market for the U.S. This is probably even more true today than it was a year ago.

The population, now almost 13 million, is continuing to increase and most industries are expanding production to meet consumer and industry demands. The average per capita income was $1,115 in 1964 compared to $907 in 1962.

With a relatively high standard of living and purchasing power, Dutch families are purchasing more and more consumer items which used to be classed as luxuries. The many new industries established in the past few years are also seeking more and more raw materials or finished components.

Many Dutch industries produce for markets throughout the world. In recent years many plants have been established in Holland with the primary aim of satisfying Common Market requirements. This trend is still apparent today. While Holland is relatively poor in natural resources, the discovery of large commercial deposits of natural gas has led to an expansion in sectors where gas can be used as a raw product or a low-cost energy factor.

The continued rapid expansion of the "Freer-Than-Free Port" of Rotterdam has resulted in that city's becoming more than ever a gateway into Central Europe, and many Dutch firms are seeking to purchase U.S. products or represent U.S. firms in areas outside the Netherlands. The Embassy and the Consulates General in Rotterdam and Amsterdam have received numerous requests from Dutch firms seeking representation for the Benelux or EEC area.

Unexpected openings

Shifting supply and demand patterns also reveal unexpected trade opportunities. Demand for ordinary table wine, for example, has increased significantly in the past few years, and new excise taxes on beer and distilled spirits are expected to give added impetus to this trend. This opens an opportunity for enterprising U.S. vintners willing to make arrangements for local bottling of their products.

The question always arises "What items can we sell in this market?" The answer is "Almost any."

A few months ago a very important Dutch importer of machinery visited the U.S. Embassy to get information on becoming the area representative for a small, self-propelled riding lawn mower with light agricultural attachments. He said that five years ago his firm would not have attempted to market U.S. products, since they were priced higher than similar items in the Common Market countries.

He pointed out that during the past five years labor and other costs in the Common Market countries have risen very fast while U.S. prices have remained relatively stable. As a result he began to seek new representations from U.S. firms

and now handles five very good lines of equipment.

The Embassy had received a proposal from the Frankfurt Trade Center, including the sales brochures of exactly the type of equipment that was of interest to this firm. Fortunately the Embassy also had on hand more than 20 recent proposals, including sales brochures and price lists, for machinery and equipment which could be sold to the types of customers called on or serviced by representatives of this Dutch firm.

Too new

Some of the items were so new that even this well-established firm was not aware that they were being produced.

To make a long story short, he immediately wrote to 10 firms asking for further details and promised to return in two months to inform the Embassy of the results and to review any new proposals that might have been received by the Embassy.

Since he is one of the directors of another large importing firm handling another line of machinery, he also made arrangements for representatives of that firm to call at the Embassy to indicate the items they would like to import from the U.S. and review proposals on hand which might be worked into their existing lines.

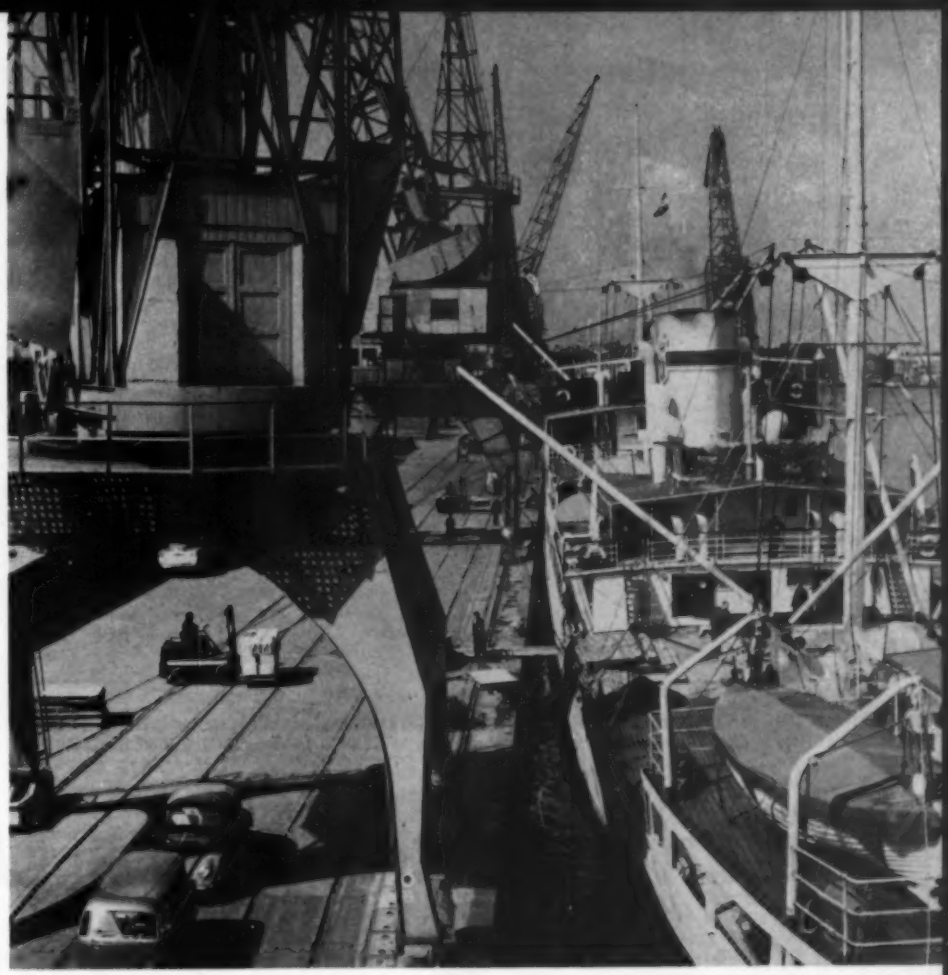
This incident points out a problem that is faced by many Commercial Sections in trying to promote exports. Often they do not have catalogues, sales brochures, price lists or other background information which can be used immediately to encourage a local firm to contact a U.S. supplier of a specific commodity line.

If a U.S. firm is seeking to sell a particular item, or to negotiate a representation agreement, it should channel this information through the Department of Commerce so that additional trade opportunities or trade leads can be made available.

By providing the Department and the diplomatic posts with information on the specific type of arrangement desired (plus sales brochures, catalogues, price lists, and other background data), additional trade leads can be uncovered as a basis for negotiation.

After all, nobody can describe *your* product better than *you*.

In discussing export trade promotion with many representatives of U.S. firms with good export potential, they invariably ask: "But how do I go about selling abroad?" The answer is basically: "By using the same techniques and salesmanship that you use in selling to distant customers in other parts of the United States."



EUROPEAN ECONOMIC INTEGRATION has increased the "Freer-than-Free" Port of Rotterdam's role as a gateway to Central Europe. Local agents can handle your product throughout the Common Market.

Of course there are such special problems as customs duties or quantitative import restrictions, but the Department of Commerce or Foreign Service posts can often clarify these matters. A good local representative is often of invaluable assistance in working out such problems.

One of the best ways to increase sales to the Netherlands is by visiting potential customers personally—the same way a sales manager does in the U.S. Recently a representative of one of the largest U.S. tanneries called at the Embassy's Commercial Section to indicate that his firm was now established in Holland to facilitate sales of leather to Europe.

Names and addresses

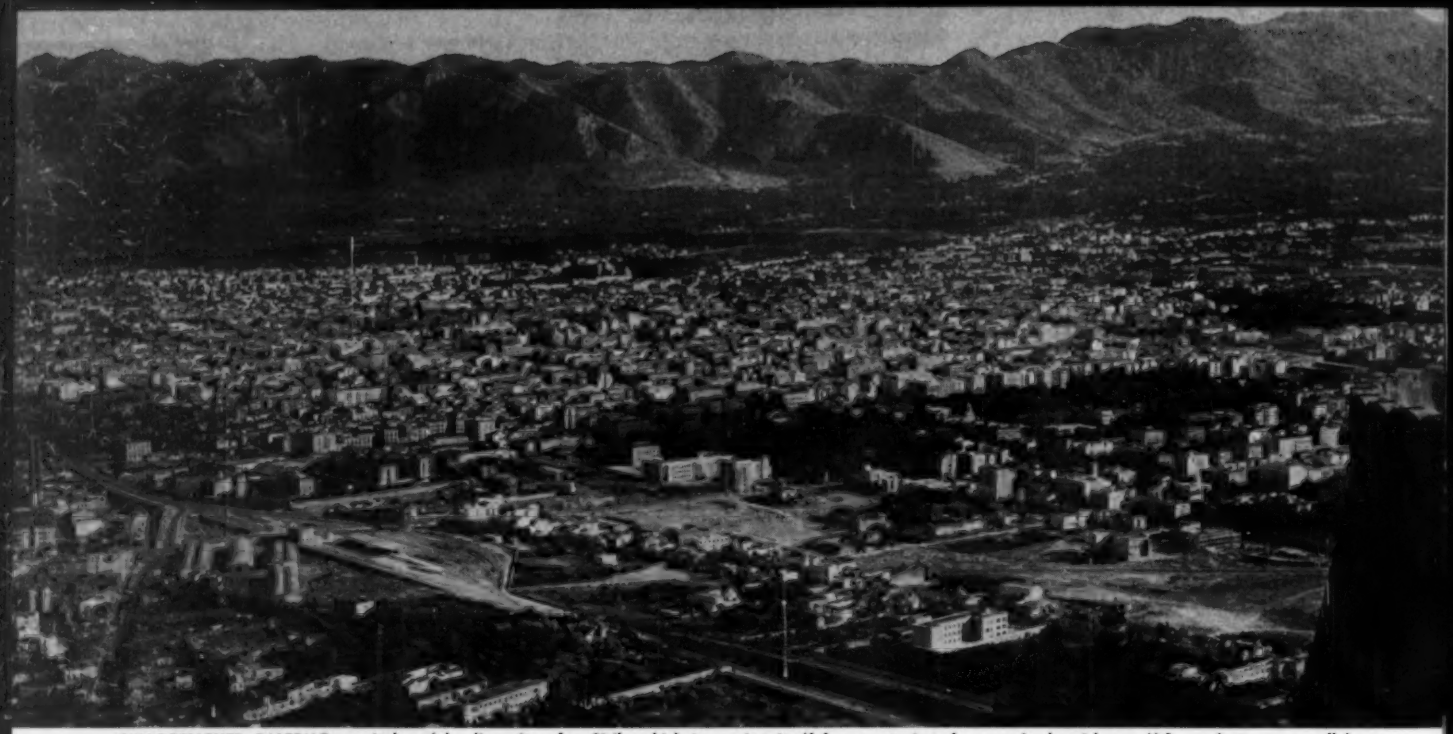
He was asked whether he desired the names of Dutch firms which had expressed an interest in importing leather and was supplied with the names, addresses, and other pertinent data on approximately 20 companies, of which 10 appeared to be very promising leads. Similar leads were supplied by the Consulates General in Rotterdam and Amsterdam.

Other interests

However, in discussing his company's operations it also developed that their group of companies were also interested in exporting several other items. For one particular item of interest the Embassy had already prepared a list of 23 Dutch firms that had expressed an interest in importing such commodities from the U.S.

Sales of certain commodities to the Netherlands may be rather difficult due to unusually high tariff rates or shipping or handling charges for bulky commodities.

For such items a joint venture or license arrangement may be the most desirable way of entering this market. The Embassy and the Consulates General in Rotterdam and Amsterdam have many inquiries on hand from Dutch firms seeking such an arrangement.



SUN-DRENCHED PALERMO, capital and leading city of a Sicily which is rousing itself from centuries of economic sluggishness. U.S. products score well here.

Sicily discovers U.S.

U.S. products find a receptive market in expanding Mediterranean economy

By CHARLES R. STOUT
U.S. Consul
U.S. Consulate General, Palermo

"Would you like a Coke?"

"Thanks, I'll take a Pepsi this time."

You often hear words like these in Sicily's bars and restaurants. They illustrate America's place in the island's consuming habits.

Piles of Libby fruit and vegetable cans, Campbell soup packages, and other American prepared foods and drinks are familiar sights in supermarkets and groceries. Most appliance shops offer American brands of TV sets, vacuum cleaners, dish washers, and washing machines, and U.S. air conditioners outnumber domestic and other foreign makes in this warm land.

American products are everywhere on the island. You see them in modern industrial plants, where the United States means automation and efficiency. You even find them in remote farms in the shape of a caterpillar tractor or an Allis-Chalmers harvester. Bowling alleys and coin-operated laundry machines are making a timid if hopeful appearance.

The visitor to Sicily finds much natural beauty—Europe's mightiest active volcano, solitary beaches and a limpid sea, and long stretches of austere mountains and highlands. He also finds well preserved Greek temples and theaters, magnificent mosaics from the Norman-Arab period, the florid baroque architecture of the island's Spanish and Bourbon periods and the lively apartment and office buildings of postwar Italy.

The evidence of so many civilizations testifies to Sicily's separateness—physically, historically, and in many ways spiritually—from the rest of Italy. This distinctness was recognized after the war, when the island was given autonomy within the centralized Italian nation. Its status is thus in many ways similar to that of the individual American states.

The island is governed internally by a popularly elected regional assembly composed of 90 deputies, which elects the President of the Region and his cabinet. This executive suggests laws to the Assembly and administers those already passed, within the framework of the Sicilian Statute and subject to the Italian Constitution. The national government helps finance the region, is responsible for foreign and defense affairs, and sets general standards.

Since the Sicilian economy is underdeveloped in many fields, and in general functions as part of the Italian economy, the American exporter or investor will often find that he can best gain access to it through agents or company headquarters in Northern Italy. As Sicily develops, however, it will be increasingly useful to operate within the regional framework.

Sicily is the Mediterranean's largest island. It has an area of 9,937 square miles, about the size of Vermont, and a population of about five million. The economy has traditionally been agricultural, with an emphasis on citrus fruits, vegetables, wheat, wine, and olives. Although modern techniques and machinery have been introduced to some extent, the typical peasant is still largely self-sufficient. In a world of widening aspirations, however, he is no longer content to live marginally. Extensive migration has been the result, and the proportion

of the population engaged in agriculture has fallen from 50 to 33% in the past 20 years.

National and regional authorities have stressed industrialization as the key to rapid development of the Sicilian economy. They have provided extensive incentives and benefits to investors, in the form of capital participation in industrial ventures, low interest loans, subsidies, customs exemptions, and tax benefits. An estimated $1.4 billion was invested in Sicilian industry during the period 1951-64.

The most important investments have been in petrochemicals and chemicals, based partly on large imports of crude oil but also on Italy's sole oil strikes at Ragusa and Gela in eastern Sicily, natural gas fields, and extensive mineral deposits.

Plants of world importance are now being operated by such industrial complexes as Standard Oil (ESSO), Union Carbide, Montecatini, Edison, and ENI in areas that were formerly barren and desolate. The appeal of U.S. technical progress is such that the American label is seen everywhere on these plants' equipment.

Further large investments are expected in this area in the near future, and the authorities also hope to create many secondary and other light industries.

The period of greatest industrial growth was in the 1950's. Sicily is still feeling the effects of Italy's national recession, although activity will pick up as the country recovers.

More are expected

New programs designed to narrow the gap between the developed North and the backward South should provide a considerable economic impetus for Sicily in the next few years. The national government's development agency for the South, the *Cassa per il Mezzogiorno*, will carry out multi-billion dollar projects, and the Sicilian government is adding $344 million.

Some of this money will go into plants, but most is destined for the infrastructure on which development is based—on roads, schools, hospitals, housing, power plants, and water systems. The regional five-year plan now under discussion envisages a massive growth in productive facilities.

Industrial development since the war has radically altered the requirements and living standards of the Sicilians, whose per capita income rose from a meager $160 in 1951 to about $470 in 1964.

Much of the population still barely participates in the money economy, but there are all the signs of a developing country. Roofs all over the island are sprouting TV aerials. In 1957 there were 24,480 TV sets in Sicily; in 1963, 235,-640.

Traffic in the cities is more hectic everyday: where 11,000 vehicles circulated in 1948, 262,000 cars now bump into each other in jammed city streets.

The large movement of population from the country into the cities, has brought new blocks of apartments, offices, and shops into being along side new industries. The supermarket is transforming Sicilian shopping habits in the cities. U.S. firms should be increasingly able to sell in Sicily, where quality, novelty, and good design are almost as important as price.

Boon to U.S.

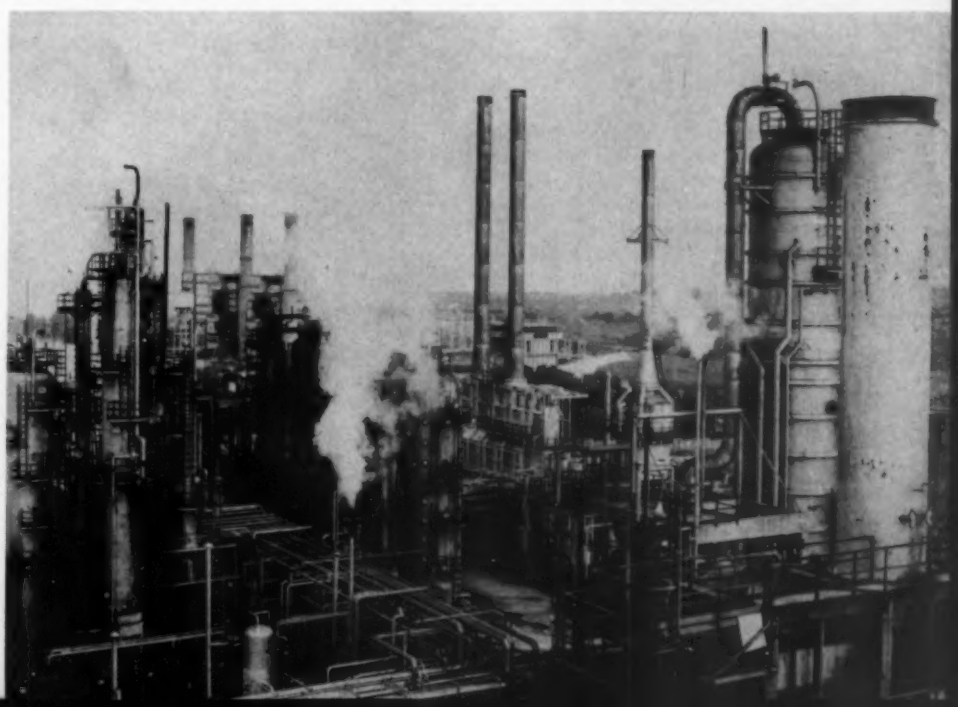
The massive emigration of Sicilians to the United States is a boon to American businessmen. Almost every family has relatives in the U.S., and many have visited it, so that there is extensive interest in the U.S. and its products.

Excluding crude oil, Sicily's main import, the United States is Sicily's chief supplier of direct imports. The peak year was 1962, with $29.8 million. The recession and the consequent slowdown in Sicily's industrialization, cut these imports to $19.7 million in 1964. The most important component of U.S. exports is industrial machinery and equipment, which were at a 1962 peak of $9.9 million but fell to $5.9 million in 1964.

Two projects should be of major importance to American exporters in future years: a bridge over the Straits of Messina and water desalination.

A bridge over the two-mile wide Straits will eventually be essential to integrate Sicily into the continental market and the European Common Market. Feasability studies were carried out recently, although no concrete proposal is in sight.

As an idea of the magnitude of the project, one plan called for a double-deck bridge over two miles long suspended from three towers rising over a thousand feet from the sea bottom. Esti-



FROM SMALL SIGNS on Palermo streets to the U.S.-equipped ESSO refinery at Augusta, American products have wide acceptance in Sicily.

mates run as high as $350 million, and American know-how and products should account for a large share.

Sicily has never had enough water. Because of the shortage, only 8% of the cultivated land is irrigated, and, much of the rest is cultivated extensively. Industries have had to postpone or even divert projected plants elsewhere, and in many cities and towns households get water only a few hours a day. Efforts are being made to exploit existing resources better, but serious consideration is also being given to water desalination.

The cost of fresh water produced by present processes is now actually less than it costs to send water by tanker to several offshore islands. There is a good possibility that money will be found for a plant on one of these islands fairly soon, and, as processes are improved and costs reduced, American manufacturers should find other opportunities.

Sicily does not yet offer a large market to American business. Direct imports are small, although many other products are ordered from Italian agents in the North. Businessmen should be alert, however, to the possibilities of selling consumer goods, self-service and hotel equipment, commercial fishing gear, cold storage equipment and petrochemicals, and for opportunities arising from such projects as the Messina bridge and water desalination.

As the development process gets underway again, there will be increasing possibilities for sales of capital goods. U.S. firms should watch for the chance to convert these opportunities into profitable business when the time comes.

What should Americans do to get an increasing share of the Sicilian market? In addition to the general rule of being able to provide the right product at the right price at the right time, they should:

- Remember that Sicily is part of the European Common Market—a market of 170 million people.
- Consider the island's geographical position as a link between Europe and the developing states of North Africa.
- Be aware of the improvement in Sicilian living standards and be ready to cater to new tastes and needs.
- Adapt themselves to Sicilian business customs and try to facilitate deals by corresponding in Italian and quoting c.i.f. prices.
- Always offer quality and ensure maintenance and service.
- And most important, although much of Sicily's business will continue to be done in the North, remember that the man on the spot can best conclude business on the spot.

LAFTA accepts Venezuela's entry; drive to reduce tariff barriers regains steam—850 items affected

Technical Commission established to spur integration effort; intra-LAFTA trade gains outstrip area's world trade performance

The Latin American Free Trade Association's Fifth Annual Conference Session, which ended December 31, brought added economic integration to the enlarged Association. Venezuela was accepted as a member, but full accession awaits Venezuelan legislative action.

Bolivia and Panama are the only independent continental countries in Latin America not members of either the Central American Common Market or of LAFTA. Mexico is a member of LAFTA.

The Fifth Annual Conference Session was successful in increasing opportunities for new flows of trade among LAFTA countries, thereby encouraging further economic integration. This judgment is based primarily on the fact that the negotiations resulted in tariff concessions on some 850 products. This reverses the progressive reduction in the numbers of products on which tariff reductions had been agreed upon in previous Conference sessions. The Fourth Conference Session had resulted in concessions on only about 230 products.

In contrast with previous sessions, half of the items on which reductions were granted in the Fifth Session were manufactures or semi-manufactures. Significant concessions pertain to such categories as machine tools, agricultural machinery, chemicals, electric and electronic equipment and household appliances.

Lack of full codification and publication of the results hampers assessment of the concessions' probable effect on trade.

Steady rise

From 1961 through the first half of 1965, trade among member countries of LAFTA increased in relation to their total external trade, according to statistics published by the LAFTA Secretariat. Imports from LAFTA sources by LAFTA countries during the first half of 1965 were running at an annual rate of about $700 million. The total of nearly $646 million for 1964 was the previous high.

Aside from tariff matters, the Fifth Conference Session ratified the decisions reached at the November 1965 meeting of LAFTA Foreign Ministers. However, the Conference was unable to clear away "reservations" on some "decisions" of the Foreign Ministers. In this connection, no regulations were drafted for application of the escape clauses in the LAFTA Treaty.

Independent

A Technical Commission was established by the Conference. This Commission is to be composed of the Executive Secretary of LAFTA plus four nationals of member countries who are to act in their technical capacities and without governmental responsibilities.

The Commission has the mandate, as an agency independent of governments, of preparing studies, formulating proposals, and presenting projects to accelerate the economic and social integration of the members of the LAFTA.

Taiwan to buy U.S supplies to expand power capacity

The Taiwan Power Company plans to expand the island nation's generating capacity by purchasing generators and plant equipment, with the exception of boilers, in the U.S.

No firm sales contract with U.S. suppliers has been concluded.

The expansion program calls for construction at Talin-Pu in southern Taiwan of two thermal installations having a total capacity of 600 megawatts.

The U.S. sales will be financed through an Export-Import Bank loan of $31.2 million to the company. The loan also will cover ocean freight and insurance for shipments on vessels of U.S. registry and engineering design and construction supervision services.

The loan is repayable in 28 semi-annual installments beginning in 1970.

Ethiopian Government cites four industrial projects considered good possibilities for investment

Capital, technical know-how, personnel would be required from participating U.S. investors

In cooperation with the Ministry of Commerce and Industry, the Technical Agency of the Ethiopian Government has inaugurated four industrial studies which offer investment possibilities for U.S. firms.

The projects involved are the manufacture of welded pipe for water systems, tanneries and leather shoes, a plant for making sanitary and household ceramics, and the production of caustic soda and BHC.

U.S. firms experienced in these industries are asked for capital requirements, technical know-how, some technical personnel and possibly necessary machinery and equipment. In cooperation with Ethiopian Government agencies, the Addis Ababa Chamber of Commerce is prepared to locate responsible Ethiopian firms as possible joint venture partners in the projects.

According to the Ethiopian Technical Agency, a plant for manufacturing welded pipe from imported raw materials with a targeted capacity of 6,000 tons a year would involve a total investment of around $900,000. This would include a tube mill, finishing and galvanizing equipment, site and buildings.

Resources for tanneries

As an exporter of hides and skins and with available salt deposits, Ethiopia possesses major resources for the development and expansion of four existing tanneries, three in Addis Ababa and one in Asmara. These facilities presently employ a total of 300 and produce about 390 tons of leather a year. Four shoe factories are currently in operation employing a total of 850 and with a production capacity for all four plants of about 3500 pairs of shoes per day on a one shift basis.

Projected within the next 10 years are four new tanneries, each with a production capacity of around 140,000 hides and 190,000 skins a year and two smaller facilities with individual annual capacities of 15,000 hides and 20,000 skins.

Planning calls for seven new shoe factories in this period. Two large plants at a total investment of around $1 million would have an annual capacity of one million pairs of shoes per plant. Five smaller plants would each produce 25,000 to 30,000 pairs a year and require a total investment of around $250,000.

Planning for a 1,000 ton annual capacity ceramics plant calls for an estimated required capital investment of approximately $600,000. Little domestic market appears to exist at this time for building ceramics, but household and sanitary ceramics offer possibilities. Most raw materials are reportedly available, with only electrolytics and color glazing material needing importation.

Caustic soda profitability

Establishment of a plant to produce caustic soda and BHC for insecticides with an annual production capacity of 6,800 tons of caustic soda and 8,000 tons of BHC would require an estimated capital investment of approximately $5 million.

By 1970, Ethopian demand for caustic soda is estimated at around 5,000 tons a year, with total annual East African demand for BHC between 7,000 and 8,000 tons. In this respect, the profitability of the projected venture would depend on some customs protection in Ethiopia and agreements among East African countries in regard to preferences for Ethiopian produced BHC.

U.S. firms experienced in one or more of these industries and interested in obtaining further details, **write:** Addis Ababa Chamber of Commerce, P.O. box 517, Addis Ababa, Ethiopia, Attn: Tulu Gula, Secretary General.

Investment assistance

It is suggested that firms responding to investment opportunities listed on this page may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

PACKAGING MACHINERY

Manufacturer of food processing and packaging machinery is interested in an agreement with a U.S. company for manufacture under license in Australia of specialized packaging machinery utilizing flexible film such as cellophane and polythene.

Write: Food Processing Plant, Pty., Ltd., Railway Ave., Huntingdale, Victoria, Australia. WTD.

PHARMACEUTICALS

Manufacturer of fine chemicals and pharmaceuticals is interested in a licensing arrangement with a U.S. company for the manufacture of products of a similar nature for distribution to wholesale and retail druggists, supermarkets, hardware and department stores.

Write: McClure, Young & Co. Ltd., 8 Standard Rd., Park Royal, London, N.W. 10, England.

Brazilian seeks U.S. help to produce farm machinery

Partner asked for technical, financial assistance in expansion

A Brazilian manufacturer of agricultural and construction machinery proposes some form of licensing arrangement or joint venture with an experienced U.S. firm to expand and improve production of agricultural machinery such as ploughs and corn stripping equipment.

The U.S. firm is asked to provide technical assistance and a possible investment of around $150,000. The Brazilian company is flexible on the arrangement and is open to proposals leading to a mutually beneficial arrangement.

It is reported that the Belo Horizonte firm manufactures products of good quality, well known in commerce and industry. It has a well installed plant in an industrial complex near Belo Horizonte where power and transportation facilities are available. The firm's president and major shareholder is reportedly member of an industrial complex owning a cement plant, textile factory, bank and general machinery plant.

Knowing the law

It is suggested that interested U.S. firms familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits before contacting the Belo Horizonte firm.

An English language copy is available without charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Write: MINASACO S/A-Industries Metalurgicas, Avenida 1, no. 10, Cidade Industrial Contagem, Minas Gerais, Brazil. WTD.

British Guiana construction firm proposes joint venture

A construction firm in British Guiana reported to have a good reputation in the construction and building trade would like to discuss some form of 50-50 joint venture arrangement with an experienced U.S. construction firm.

The purpose of the proposal is to permit the partnership to bid on several large projects likely to be started in British Guiana.

These include a new Georgetown hospital at about $5 million, University of Guyana buildings at approximately $1 million and a Georgetown hotel at around $2 million.

Under the proposed arrangement, the Georgetown firm would handle administrative matters such as hiring labor and paying taxes and the U.S. firm would primarily contribute equipment and engineering talent.

Write: Wong and Khan Surveying and Contracting Co., 137 Regent St., Lacytown, Georgetown, British Guiana, Attn: Naseer Ahmad Khan. WTD.

FOODSTUFF MACHINERY

A U.S. license is sought to produce small machinery in the foodstuff processing sector by company presently manufacturing noodle machines, extruders, mixers and cabinet drying machines for the foodstuff, chemical and pharmaceutical industries.

Write: Franz Bernard, Maschinenfabrik, 75 Karlsruhe/Baden, Germany. WTD.

PLEASURE BOATS

Licensing rights for France to manufacture pleasure boats sought by firm which sells pleasure boats (principally sail boats), related equipment and accessories manufactured by several sub-contractors under long term arrangements.

Write: Naviking, 96Bd. Paul-Vaillant-Couturier, Ivry-sur-Seine, France. WTD.

SHOES, BOOTS

Manufacturer of safety work shoes for industrial use, other safety and protection articles, and sneakers and other shoes for casual wear seeks know-how for improving manufacture of shoes and boots.

Write: Ortiz y Compania, Ltd., 17 Bailen, Bilbao, Spain. WTD.

ELECTRO-MECHANICAL EQUIPMENT

Manufacturer of high and low voltage electrical equipment, and electro-mechanical equipment seeks U.S. licensing rights on electro-mechanical equipment, principally transformers, motors, and other rotary equipment, and static machines.

Write: L. Dumez-Entreprise Generale d'Electricite, 1-10 rue du General de Gaulle, Pont-A-Verdin (Pas-de-Calais), France.

British manufacturer wants U.S. partner

A manufacturer in the United Kingdom seeks a joint venture arrangement with a U.S. company to manufacture its protective slideway covers for machine tools in the U.S.

A recent survey of the American machine tool industry conducted by the British firm at the Chicago Machine Tool Fair in September 1965 showed little use of protective devices for the slideways of machine tools in this country. However, conversation with U.S. machine tool executives, designers, and sales personnel indicated that greater use would be made of these devices if they were more readily available and if the performance of available covers could be improved.

Also, the firm states that design sophistication such as the introduction of the hydrostatic lubrication of slides, the use of linear bearings, and application of numerical control make slide protection necessary for correct machine functioning. The firm believes its modern slideway covers are technologically advanced to meet the standards required for these sophisticated machine tools.

For complete details of the proposal and the firm's name and address, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1373.

Chilean firm seeks partner for construction of port

A Chilean engineering and construction firm seeks a joint venture with a U.S. company to bid on construction of the port of San Vicente in Chile.

The local firm is registered to bid on this project which is being constructed partly with U.S. aid funds.

Write: Constructora Longhi S.A., Limache 2829, Vina del Mar, Chile. WTD.

HEAT, SMOKE DETECTORS

A well-established company manufacturing electric clocks and fire alarms would like to extend its range of products to include heat and smoke detectors under license arrangement from U.S. firms.

Write: The Synchronome Co., Ltd., Station Rd., Westbury, Wiltshire, England.

Trinidad publishes industrial pamphlets

The industrial Development Corporation of Trinidad and Tobago in its informative publication "Industrial Investment Possibilities in Trinidad and Tobago" describes investment opportunities in 31 industries.

Each opportunity contains a summary of the product involved, the local market, import duties, raw material availability and capital requirements. A series of tables includes lists of industries in which both local enterprises and the government itself have expressed interest in participating with foreign capital and technical know-how in some form of joint venture arrangement.

Additional information of value to potential investors in Trinidad and Tobago, includes outlines of fiscal incentives for investment in specific and general major industries, industrial sites, electricity and wage rates and an appendix containing the "Aid to Pioneer Industries Ordinance."

Other pamphlets available from the Industrial Development Corporation and of particular interest to firms contemplating investment in the Caribbean area include "Industrial Incentives", "Hotel Investment Opportunities", "Electricity, Fuel and Water Supply", and "Exchange Control".

For further information on investing in Trinidad and Tobago and to obtain copies of these publications, **write:** Trinidad and Tobago Industrial Development Corporation, Salvatori Bldg., 6th fl., Frederick St., Port of Spain, Trinidad, West Indies.

FRAMES

License sought to manufacture window frames, door frames, doors and floor coverings by building materials firm.

Write: Firma Debouver P.V.B.A., Ingelmunster, Belgium. WTD.

KITCHEN EQUIPMENT

License sought to produce modern kitchen equipment.

Write: Europa-Keuken N.V. Ingelmunster, Belgium. WTD.

TIMBER-TREATING PLANT

Timber producing firm is interested in a minority investment in a joint venture with a U.S. company for the establishment and operation of a plant to treat hardwood timber. Products of particular interest are poles for utility and communications purposes, piles and fence posts.

Write: R. J. White & Co., Pty., Ltd., 68-70 Clarence St., Sydney, New South Wales, Australia. WTD.

MOTORS

Manufacturer of small electric motors, fans, and electric magnets seeks U.S. licensing rights on small precision motors, and small motor reducers.

Write: Petite Mecanique Electricite—P.M.E., 3 Pl. Adjudant Vincenot, Paris 20, France.

BEARINGS

A manufacturer of oil film lubricated bearings, particularly the large diameters, high speed load specialist bearings, is interested in being licensed by U.S. firm for the manufacture, marketing and distribution in the United Kingdom of any type of cheaper, standard small diameter bearings.

Write: Michell Bearings, Ltd., Scotswood Rd., Newcastle-upon-Tyne 5, England.

TELEPHONE EQUIPMENT

Manufacturer of telephone equipment, and signal and switch relays seeks U.S. licensing rights on miniature relays, contactors (Bi and Tri-pole), signalling sets, contact and other telephones, automatic telephone answering and recording devices, and circuit breakers.

Write: Societe Plazolles, 8-10 rue Diderot, Bagnolet (Seine) France. WTD.

DENTAL, SURGICAL INSTRUMENTS

Licensing and/or joint venture arrangement sought with U.S. companies for the manufacture of dental and surgical instruments; X-ray and hospital theater equipment; laboratory equipment; electro-mechanical instruments; measuring equipment engineers hand tools; machine tool attachments; control-valves; servomechanisms; stainless steel pumps, valves and controls.

Write: Rocket Precision, Ltd., Apem Works, St. Albans Rd., Watford, Hertfordshire, England. WTD.

PERFUMES, COSMETICS

Manufacturer of hair tonic, perfumes, Eau de Cologne and cosmetics is interested in a cross licensing arrangement with U.S. manufacturers of perfumes, cosmetic articles and toilet preparations.

Write: A. Moras & Co., Kosmetische Erzeugnisse, 5 Alfred-Nobel-Strasse, 502 Frechen 1, Germany. WTD.

Colombian producer seeks joint venture in sealed oil filters

Plans to establish new company; requests help from experienced U.S. company on 50-50 basis

A Colombian manufacturer of oil filters for motor vehicles and industrial machinery seeks a joint venture to establish a new company on a 50-50 basis with an experienced U.S. manufacturer for the production of spin-on sealed unit, automobile filters.

Minimum total capital required is estimated at about $167,000 of which 50% would be contributed by the local firm in the form of land, construction and machinery.

The firm would like to obtain new or used machinery, either by sale or as a capital goods contribution, with a minimum capacity of 80 to 100 units an hour.

This factory would be engaged exclusively in the production of sealed unit filters, used on 1960 to 1964 Fords, Nash Ramblers and other automobiles.

The company now operates the largest filter factory in Colombia, currently producing 42 types of automobile filters and 160 types of agricultural and industrial filters under its exclusive trademark PARTMO.

This trademark is registered in Colombia, Ecuador and Venezuela. The factory now produces about 700,000 filter units per year.

Trademark permitted

Since the trademark PARTMO is well known in Colombia and in neighboring countries, the local firm has no objection to using it on the products of the proposed new factory.

The company estimates that Colombian consumption of sealed unit oil filters is about 500,000 per year and as they are not currently manufactured in Colombia it is believed the new factory could supply almost all local demand.

The principal partners of this enterprise state their willingness to travel at any time to discuss this investment opportunity with potential investors in the U.S.

Write: Industrias Patmo Ltda., Carrera 18, No. 21-35, Bucaramanga, Colombia. WTD.

South Africa issues import allocations

No further tightening of controls planned at present by Government

A halt in the recent trend towards gradual tightening of South African import controls is evident in most areas of the initial 1966 import allocations announced recently by the Minister of Economic Affairs.

The increasing stringency of import regulations had stemmed from a decline in the country's foreign exchange reserves during most of 1965. However, improvement in the balance of payments situation in recent months has permitted the Government to maintain controls at present levels for the time being.

No further additions have been made to the restricted list, and the initial allocations for most general merchandise imports are the same as those for 1965. In addition, less restrictive controls will be placed on the importation of capital equipment with an f.o.b. value of between 1,000 and 50,000 Rands (1 Rand = US $1.40). Each of these actions represents a relaxation of import controls compared with restrictive measures announced during 1965.

At the same time, however, certain other consumer goods will be subject to more stringent import controls. Initial allocations for these items are computed on the basis of 50% of 1964 imports. Since consumer goods imports in 1965 ran about 25% higher than those of the previous year, a return to 1964 levels will mean a cutback in imports of these items.

Later reevaluation

These new import regulations are expected to be in effect for the first two or three months of 1966, when they will be reevaluated on the basis of changes in the country's foreign exchange position.

Despite the tightened import controls introduced during 1965, South Africa's global imports were at record levels during the year.

According to the latest available statistics, South Africa's imports for the first three quarters of 1965 reached $1.9 billion, an increase of 21% over the corresponding period in 1964. Benefiting from this overall increase, U.S. exports to South Africa for the first 10 months of 1965 reached $389 million, a gain of almost one-fourth over the same period in 1964.

U.S. sales to South Africa in 1966 should be maintained at these high levels if South Africa is not compelled to further restrict imports for balance of payments reasons.

Yemen Drug Company begins operations

The Yemen Drug Company has been established in Sanaa and will have a monopoly on all drugs, medicines, pharmaceutical chemicals and surgical supplies imported into Yemen.

The company would appreciate receiving drug samples, literature and price quotations on drugs, chemicals, surgical instruments and X-ray film.

The first task is to set up a network to distribute drugs to Yemen's 45 independent pharmacies. Future plans include construction of the country's first pharmaceutical factory in Taiz this year.

The Yemen Drug Company is owned 25% by private stockholders, mostly pharmacists, 13% by the Government, 13% by the Yemen Bank, and 49% by a consortium of drug companies in the United Arab Republic.

The company has an authorized capitalization of approximately $800,000.

Through bulk-purchases, the company will try to reduce the cost of pharmaceuticals within Yemen, while making high-quality drugs available to a larger proportion of Yemen's four million people.

Austria extends, amends Marketing Law of 1958

Extension of the Austrian Marketing Law of 1958 through Dec. 31 provides for several material changes.

The Grain Marketing Fund, previously required to accept the most reasonable offer submitted by an importer, may now change its mind if it believes that market conditions have changed since it invited the importers to bid for import licenses.

In addition, financial operations of the Grain, Milk and Livestock Marketing Funds have been made subject to control by the Federal Auditing Office, which has authority to review the business policies of public institutions.

Foreign trade law amended by Austria

Austria has amended and extended until Dec. 31, 1968, its Foreign Trade Law.

In addition to substantial changes in the lists of goods subject to export or import control, the law provides for several amendments.

Article 2, paragraph 3: if there is a reason to believe that goods subject to export control are shipped abroad without a valid license, the Federal Ministry of Trade may request that certificates of origin for such products be submitted to customs houses.

Article 2, paragraph 4: certain used goods may be exported only with a valid export license.

Article 2, paragraph 6, listing transactions exempt from import or export controls is amended to include certain transit shipments, various types of bonded traffic, and re-imports of Austrian goods stored in Austrian customs free zones.

Article 2, paragraph 9, exempts exports of personal property from licensing requirements.

Article 5, paragraph 3a, authorizes provincial governments to grant export or import licenses to persons or firms in the respective federal province for goods the export or import of which does not require approval by the Advisory Board on Foreign Trade.

Instructions to customs

It further authorizes the Trade Ministry, in conjunction with the Finance Ministry, to instruct customs houses to issue informal import or export licenses for certain goods listed in the annexes of the Foreign Trade Law.

A list of the goods for which import or export licenses are issued by customs houses must be published by the competent federal ministry in the *Wiener Zeitung*, an Austrian newspaper.

The law was published in the *Bundesgesetzblatt* (Federal Law Gazette), No. 89, pp. 1494-1519, of Dec. 10, 1965.

For copies, at approximately 3.60 Shillings (26S = $1), **write:** Oesterreichische Staatsdruckerei—Wiener Zeitung, Wollzeile Nr. 27a, Vienna I, Austria, or from Photoduplication Service of the Library of Congress for a nominal fee.

ECSC publishes 1966 tariff quotas, duty suspensions

Action affects certain iron, steel imports from third countries

Tariff quotas at reduced or no duties and duty suspensions have been published for certain iron and steel products imported from third countries into Member States of the European Coal and Steel Community, valid through June 30, 1966. (See INTERNATIONAL COMMERCE, Feb. 8, 1965, for similar action last year, and the legal rates applicable to the products in question).

The following list shows the Common External Tariff Numbers, products, EEC countries, quotas in metric tons, or duty suspensions which are indicated by a (—), and the reduced or suspended rates in percent ad valorem:

7301DI—Pig and cast iron with 0.3 through 1% titanium and 0.5 through 1% vanadium, all ECSC countris, —, 1;

ex7315AI, ex7315BVIaI—Electrical steel sheet with wattage loss of not over 0.40 watts per Kg., of whatever thickness (grain-oriented sheets, quality M4), F.R.Ger., 700, Italy 400, 3; ex7313AI, ex7315BVIaI—Ditto, with wattage loss of 0.40 through 0.75 watts per Kg., of whatever thickness, F.R.-Ger. 300, 5; 7313AI, 7315BVIaI—Ditto, with wattage loss per Kg. of not over 75 watts, Netherlands 400, 5;

ex7315AIVb—Special wire rod for the tire industry (fine carbon steel simply hot rolled, diameter 4.5-6mm., carbon content 0.62-0.74), F.R. Ger. 200, Belgium 4,000, France 3,000, Italy 2,000, 0; ex7315AIVb—Ditto (but with carbon content 0.62-0.85), Belgium 300, 0;

ex7315AIVb—Special wire rod for making springs and 'piano-string' type wire (being fine carbon steel, simply hot rolled, diameter 4.50-13 mm., with 0.60-1.05% carbon, 0.05% or less sulfur and phosphorus combined, 0.15-0.25 silicon, 0.1% or less of all other components combined, except Manganese, F.R. Ger., Belgium, France 5,300, 500, 1,200, respectively, 0;

ex7308A—Iron or steel coil for rerolling, clad on both sides with alloy steel, not predominant in weight and containing by weight less than 0.6% of carbon and more than 10% of chrome, aside from other alloying elements (stainless steel), said coils being annealed & pickled, width from 900 excl. through 1,300 mm., Belgium 600, 0;

ex7316AIIb—Used rails for rerolling, France 10,000, 0; 7316AIIB—Used rails, all ECSC countries, —, 6.

German law on drug advertising available

The text of a law tightening restrictions on advertising of pharmaceuticals in Germany is now available.

Under terms of the law, foreign firms are not permitted to advertise drugs in Germany unless an enterprise of a person residing in Germany has been explicitly entrusted with the responsibility of meeting the obligations ensuing from the law.

The law took effect last July 15, 1965, but use of drug advertising material which was compatible with the previous legislation will be permitted until July 15.

For a loan copy of an informal translation of the law write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

British Honduras enacts drastic tariff revisions

The Government of British Honduras, in a move to ease the trade deficit and accelerate economic development, has imposed sweeping tariff changes.

Increases ranging from 5% to 25% ad valorem affect luxury items such as cosmetics, perfumes, electric appliances, automobiles, cameras, watches, and phonograph records.

Specific duties have been increased by as much as 150% on items such as cigarettes and liquor. Decreases of 10% to 15% ad valorem affect machine tools, hand tools, dairy equipment, agricultural and horticultural machinery, tractors, road construction machinery, textile and distilling machinery.

For duty information on specific items, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

TRADE, INDUSTRIES FAIR

The Indian International Trade and Industries Fair will be held Jan. 22-Feb. 28, 1967, in Madras. **Write:** All-India Manufacturers Organization, "Jeevan Sahakar," Sir Pherozshah Mehta Road, Fort, Bombay 1-BR, India.

Mexico will buy power imports with $110 million loan

Mexico has received a World Bank loan of $110 million to provide the major part of the $145 million of external financing needed for the nation's 1965/66 electric power program. Mexico now has discussions under way with other countries for additional loans.

This approach for joint financing of large development projects is designed to increase the flow of funds from capital-exporting countries to the developing countries. The other loans will be used primarily to purchase equipment through competitive bidding within the loaning countries. All imports purchased with the World Bank loan must be procured through international competitive bids.

The Federal Electricity Commission's program includes the completion of generating plants with a total capacity of 865,000 kilowatts, starting construction on several new plants, building about 1,800 miles of transmission lines and associated substations, the expansion of distribution networks in the principal cities of Mexico, rural electrification and the first phase of a frequency standardization program.

The total cost of the project is estimated at the equivalent of approximately $300 million, of which about half is being provided by Mexico from internal sources.

France sets mandatory standards for refrigerators

All domestic electric refrigerators, whether manufactured in France or imported, now must meet specific French standards.

The pertinent French standards, which became effective Jan. 15, are:

NF D 38-301: Domestic refrigerators —compression type; NF D 38-302: Domestic refrigerators—absorption type; NFD 38-501: Domestic refrigerators—testing technique; NF C 73-411: Domestic refrigerators—electrical safety rules.

These standards can be obtained for a nominal fee from the American Standards Assn., 10 E. 40th St., New York, N.Y.

Ethiopian paper mill will be equipped with U.S. machinery

Parsons and Whittemore to supply goods and services for plant

The Export-Import Bank of Washington has authorized a $4.3 million loan to the Ethiopian Pulp and Paper Share Company (EPPS) to help finance purchases in the United States of machinery, equipment and services needed to complete a new $8.7 million paper mill.

Parsons and Whittemore of New York, a major shareholder of the new Ethiopian firm, will supply the U.S. equipment and services for EPPS. Initial capacity of the mill, which is expected to begin production in 1968, will be 8,000 metric tons per year. However, provision for future expansion to 15,000 metric tons per year has been incorporated in the engineering design of the mill.

Most of Ethiopia's paper needs are met through imports from West Europe. The new facility will release annually an estimated $2 million of foreign exchange needed to implement economic development of the country.

The Development Bank of Ethiopia is also loaning the company approximately $600,000 to pay for the remainder of the machinery and equipment, while the Commercial Bank of Ethiopia has granted a $600,000 line of credit for working capital.

Quality tests

The plant will be equipped with a paper machine, together with conversion facilities for producing finished writing and printing papers, bags, wrapping papers and corrugated cartons for consumption in Ethiopia. While the operation will rely entirely on imported pulp in its initial stages, it is expected that an integrated pulp mill will be established, based on locally available raw materials such as bagasse (sugar cane waste) and bamboo. A pilot plant to test the pulping qualities of these materials has been included in the project.

Parsons and Whittemore is a member of a U.S.-based international industrial group whose interests in the pulp and paper field include the manufacture of machinery as well as the design and supply of complete plants. Through affiliated companies, the group also has interests in pulp and paper production in a number of countries. P&W has, in particular, acquired wide experience in setting up commercial production of pulp and paper in developing countries, based on conventional raw materials as well as other materials such as bagasse and bamboo.

California firm to invest in Kenyan pineapple plant

A California firm will invest cash and technical, supervisory and managerial services to expand, modernize and manage a pineapple canning plant in Kenya.

The investor, California Packing Corp. of San Francisco, also will market the product. Machinery and services will be obtained in the U.S.

The canning plant will encourage pineapple farming, increase production, employment and training and help Kenya earn foreign exchange through development of a world market.

The Agency for International Development has issued an investment guaranty —the first for Kenya—to the California Packing Corp. to insure against losses from expropriation, war, revolution or insurrection.

U.S., Greece reactivate Food for Peace program

The U.S. has reactivated the Public Law 480 program, suspended earlier at the request of Greece, to permit the sale to Greece of feed grains and other agricultural commodities valued at $14 million.

The U.S. has agreed to permit exports of up to 350,000 tons of Greek wheat while American agricultural assistance is being utilized.

Payments for the U.S. goods will be made over a 20-year term at a 3½ rate of interest.

LIQUID POLISHING PASTE

A manufacturer of polishing discs, rings, cloths and paste wishes to manufacture liquid polishing paste under license from a U.S. firm.

Write: Produktenwerk GmbH, 47-49 Bosfelderweg, Rhfda/Westf. Germany. WTD.

President modifies tariff quota on imports of flatware

President Johnson has issued a proclamation modifying the tariff quota on imports of stainless-steel flatware which has been in effect since 1959.

Under this quota, as originally proclaimed, trade agreement rates of duty applied to imports coming within a quota of 69 million single units which entered in any 12-month period beginning Nov. 1. All imports above that quota were subject to rates of duty substantially above the trade agreement rates.

The President's action increased the quota subject to trade agreement rates of duty from 69 million to 84 million single units.

Rates for items shipped within quotas are 17% for spoons; 1 cent plus 12.5% for chrome knives and forks; and 1 cent plus 17.5% for nickel knives and forks.

Excess of quotas

For imports in excess of the quotas, the new rates are 40% of the value for spoons; 3 cents plus 15% for chrome knives and forks; and 3 cents plus 20% for nickel knives and forks.

This action resulted from a Tariff Commission report on probable effects of eliminating or modifying the quota and is based on recommendations of interested Federal departments and agencies including the President's Special Representative for Trade Negotiations.

The new tariff quota is now effective and applies to imports entering during the quota year beginning Nov. 1, 1965.

International Harvester plans investment in Indian facility

International Harvester Co. of Chicago is investing $2 million in International Tractor Co. of India, Ltd., which is constructing a plant for the manufacture and assembly of farm tractors and implements to be sold in India.

A specific risk guaranty has been issued to the U.S. firm by the Agency for International Development to cover the investment against inconvertibility of local currency and loss from expropriation.

Colombia invites bids on materials and equipment for oil pier and pipeline

The Colombian Ports Co. invites bids on tender No. 12-BID for the supply of materials and equipment required for the construction of an oil pier and pipeline at the Port of Buenaventura, Colombia.

This tender is open to qualified companies who are in a position to supply equipment, materials and services. In general, supplies needed consist of approximately 2,200 yards of pipe, with fittings, valves and accessories for pipeline; equipment for connection to ships; and fire fighting equipment.

Tender documents are available for $17 (nonrefundable) from Empresa Puertos de Colombia, Seccion de Pedidos y Suministros, Carrera 10, No. 15-22, Oficina 702-C, Bogota.

Bids should be submitted by 11 a.m. Feb. 2 to the Offices of the Empresa, Carrera 10, No. 15-22, Office No. 602, Bogota. Bids must be accompanied by a guarantee bond of 5% of the total amount of the bid.

The supplies for this tender will be financed with funds from the Inter-American Development Bank, under the Alliance for Progress.

Documentary film producer's services sought by Ecuador

Ecuador's National Economic Planning & Coordination Board wishes to promote more widespread knowledge of the Ecuadorean Development Plan and the Government's efforts to accelerate economic development in Ecuador, and feels that this might best be done through the use of a documentary film.

The Planning Board has asked the American Embassy in Quito for assistance in locating American firms in the United States or in Puerto Rico which might be in a position to produce such a film. The Board is especially interested in firms which can produce animated cartoons. Films to be utilized would be both 16-mm. and 35-mm.

Write: Sr. Manual Calisto, Jefe de la Division de Promocion y Cooperacion Externa, Junta Nacional de Planificacion y Coordinacion Economica, Avenida 10 de Agosto 608, Quito, Ecuador.

NATO to buy office supplies and various grades of paper

The office of the Purchasing & Contracting Officer, Allied Land Forces South, Southeastern Europe, NATO, Izmir, Turkey, has issued tender No. 01-66 for various grades of paper and office supplies.

Bid deadline is Feb. 17.

Required items include illustration board, memorandum books, index paper, envelopes, file folders, gummed labels, writing pads, bond, carbon offset, manifold, mimeo, and wrapping paper.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-6480, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3003.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BRAZIL—Artur Rabner, Aplicacoes Electronics Artimar Ltda., Largo Sao Bento 64, 10° andar, Sao Paulo, **interested in representing U.S. manufacturers of electronic equipment for automatic control, licensing agreements for these products, and requesting technical information.** Feb. 3 via New York for 30 days. c/o Singer Products Co., Inc., 95 Broad St., New York, N.Y. Itinerary: New York. WTD under revision.

FRANCE—A 40-member mission of French shoe retailers who handle Sirius men's shoes **will study U.S. shoe marketing and merchandising methods during a U.S. visit Jan. 24-Feb. 8.** c/o the French Commercial Counsellors in Chicago, Washington, New York. Itinerary: Jan. 25-29, Chicago; Miami; Feb. 2-3, Washington; Feb. 4-7, New York.

Claude Muriot, Euromar, 11 Rue du Hameau, Paris 15e, **interested in importing automotive accessories.** Jan. 13 via New York for 20 days. c/o 1315 E. North Central Ave., Glendale 2, Calif. Itinerary: New York, Los Angeles, Chicago. WTD 12/14/65.

INDIA—Dr. Anup Singh, Member of Parliament, representing Kundli Engineering Industries, 72 Janpath, New Delhi, Narela-31, **interested in purchase of tools and machinery for manufacture of diesel maintenance equipment, including injector grinders, test stands and high pressure tubing; will consider license or joint venture covering technical assistance for improvement of present product line or manufacture of complementary items.** Until mid-February c/o S. S. Grewal, T-907 Arlington Towers, Arlington, Va.; telephone: Area Code 202-525-2777. Itinerary: Washington, New York, Chicago, San Francisco.

ITALY—Gian del Valentino Inzerillo, Maglificio Gian del Valentino, Via Vittoria Colonna 8, Milan, **interested in importing men's and women's ready-made apparel in cotton and synthetic fabrics and sportswear.** Early Feb. via San Francisco for 1 month. c/o Diane Shepler, 308 E. 79th St., New York 21, N.Y. Itinerary: San Francisco, Honolulu, Los Angeles, Chicago, New York. WTD in preparation.

Syria to buy drying plant

The General Organization for Executing Industrial Projects, Ibrahim Yasaji St., (Abou Roummaneh), Abi el-'Ala al-Ma'ari Square, Damascus, has issued tender No. 856 for the design, supply and supervision of construction of a complete plant for drying 30,000 metric tons of fresh onions annually.

Bid deadline is Jan. 31.

Copies of the terms and specifications are available from the General Organization, at the above address, for $28 including airmail charges to the U.S.

India seeks construction bids for tail canal job

The Chief Engineer, Koyna Hydro Electric Project Maharashtra State, Koyna, District Satara is inviting bids for the construction of a tail canal forming part of the water conduit system for the Koyna Hydro Electric Project Stage III in Ratnagiri District.

Bid deadline is 4 p.m. Feb. 16. Bidder must submit a guarantee along with the bid to the Chief Engineer.

The tender No. is G-27/Stage III/10704/T; documents are available for $31.50 (not refundable) payable in advance in cash or money order.

For more details of the work, bidders may write to the Chief Engineer for a free copy of "Invitation for Tenders." Tenders will be issued through Feb. 9. Bids will be opened publicly at 9 a.m. Feb. 17th. (INTERNATIONAL COMMERCE, Dec. 27, 1965, p. 31).

Pipes and fittings needed for Jordanian water system

The Government of Jordan invites bids for the supply of various size pipes and fittings for the water system project for the town of Irbid.

The principal items to be supplied include approximately 4,850 yd. of 6" pipe, 12,050 yd. of 4" pipe, and 14,770 yd. of 2" pipe.

Bid deadline is noon Jan. 30. A bank guarantee or check for 10% of the bid should be submitted with the bid.

Tender documents are available for $14 from the Central Water Authority, Jebel Amman, P.O. Box 7, Amman.

One copy of the tender documents may be examined in the Building Materials & Construction Industries Division, Rm. 4014, Department of Commerce, Washington, D.C. 20230.

Burma seeks supply of one 50 kw broadcast transmitter

The Trade Corporation, Electrical Goods, has issued tender No. 227/T/EL/BBS (65-66), calling for the supply of one 50 kw, m.f. a.m. broadcast transmitter to operate on 955 kc. It is to be furnished complete with all installation materials, control console, audio input and monitoring equipment, power transformer, remote control switching, dummy load and spare and replacement parts.

Bid deadline is 4 p.m. Feb. 15.

Write: Director, Burma Broadcasting Service, Prome Rd., Kamayut P.O. Rangoon, Burma.

Loan copies of the tender documents are available to firms located in the U.S., from the Electronics Division, BDSA 6420. Rm. 4119, Department of Commerce, Washington, D.C., 20230. Telephone: 202-967-4036.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 206, Loussac-Sogn Building. Phone 272-6351.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 908 Title Bldg., 2030 Third Ave., North. Phone 325-3131.

BOSTON, MASS., 02110, Room 220, 80 Federal St. Phone Capitol 3-2312.

BUFFALO, N.Y., 14203, 304 Federal Bldg., 117 Ellicott St. Phone 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone 634-3930.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone Riverside 9-2387.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone 297-3246.

DES MOINES, IA., 50309, 1216 Permanent Bldg., 509 Grand Avenue. Phone 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone 588-977.

HOUSTON, TEX., 77002, 8102 Federal Bldg., 515 Rusk Ave. Phone CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Gresham Bldg., 208 Laura St. Phone Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2511, 911 Walnut St. Phone BAltimore 1-0700.

LOS ANGELES, CALIF., 90015, Room 480, Western Pacific Bldg., 1031 S. Broadway. Phone 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone 534-3214.

MIAMI, FLA., 33130, Rm. 1625, Federal Office Bldg., 51 S.W. 1st Ave. Phone 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone 334-3135.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 South St., Phone 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone MAin 3-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 659, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone 583-5615.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

GERMANY—Clover seeds; grass seeds; seeds for fodder purposes; vegetable seeds; flower seeds; bird seeds (sorghum, millet, hemp); blue poppy and caraway seeds used for flavoring. Requests price quotations cif European ports. Kruse & Co., Import von Saaten (importer, wholesaler), Postfach 5228 or 40 Beckhausstrasse, 48 Bielefeld. WTD 10/28/65.

151 General building contractors

● **LIBYA**—Construction 4-story girls' school and utilities in Omar Mokhtar St., Tripoli. Deadline Feb. 7, tender No. 803, which is indivisible. Conditions and specifications obtainable for $28 from Works, Tripoli (Contracts & Tenders Dept.) Tender Guarantee of $14,000 must accompany bid; successful bidder will be required to pay 10% of bid when signing tender. Secretary, Central Tenders Board, Ministry of Finance, Al-Shatt Street, Tripoli.☆ (Telephone: 202-967-3601.)

● Construction of 8 residential blocks at Jama Syed Mohammad Ben Ali Senussi, El-Beida. Tender is one integral part No. 808, deadline Feb. 7 to submit bid by registered mail to Secretary, Tenders Board, Ministry of Finance, Shat St., Tripoli. Conditions and specifications (not returnable) available for $28 from Public Works Dept., Tripoli.★ (Telephone: 202-967-3601).

203 Canning, preserving food

GERMANY—Canned, pitted, sour cherries; US No. 10/6 Michigan; (potential purchase: $12,500 to $25,000); various canned fruit products for baking requirements, i.e., canned pineapples, peaches; baking auxiliaries, primarily for wheat flour products, i.e., yeast and malt mixture additives. Requests price quotations cif Rotterdam; direct purchase and agency. Math. Krieger Nachf., Inh. Karl Heinz Pfabe (importer, wholesaler), 3 von Reuschenberg Strasse, 5170 Juelich. WTD 1/6/66.

Canned fruit and vegetables; canned fruit juice of all kinds; dried fruit of all kinds. Requests price quotations cif Hamburg, Bremen or Rotterdam or fas Houston or San Francisco; requests replies in German; direct purchase and agency. Geck & Rinneberg (importer, broker), 53 Heinrich-Heine-Allee, Wilhelm-Marx-Haus, 4 Duesseldorf. WTD 1-6-66.

NETHERLANDS—Red sour pitted cherries, other food preserves saleable to chocolate industry and confectioners. Direct purchase; exclusive representation desired. Handelsonderneming Verba (importer, wholesaler), 37 Herengracht, Amsterdam, WTD 12/8/65.

207 Confectionery

AUSTRALIA—Chewing gum, bubble gum, candy of all kinds; direct purchase and agency. Scanlens Sweets Pty. Ltd. (manufacturer's agent, distributor, 66 City Rd., Chippendale, Sydney. WTD 12/16/65.

239 Fabricated textile products

NIGERIA—Jute bags. Item Merchant's Association Ltd. (importer, exporter, wholesaler), P.O. Box 318, Aba. 12/28/65.

240 Lumber

ITALY—Douglas fir, pitch-pine, hemlock, spruce. Dr. Felice Gianneri (importer, wholesaler), 133 Via Francesco Crispi, Catania, Sicily. WTD 11/19/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

NIGERIA—Veneer and formica, all colors; must be suitable for tropics; direct purchase or agency. Diligent Merchants Co. (retailer, wholesaler), 8 Milverton Ave., Aba. WTD 12/21/65.

251 Household furniture

BELGIUM—Furniture and fixtures: modern metal and wooden kitchens; kitchen appliances. Europa-Keuken, n.v. (importer, wholesaler), 96 Kortrijkstraat, Ingelmunster. WTD 12/29/65.

254 Partitions, shelving, lockers, office, store fixtures

NETHERLANDS—Steel wardrobe equipment, wardrobes and coat hangers for use in offices and factories. Direct purchase; exclusive representation desired. Descriptive literature and price lists requested. Loggere Metaalwerken (manufacturer, importing distributor), 286 Singel, Amsterdam. WTD 4/23/65.

261 Paper mills, products

● **IRAN**—625 tons of white paper, 90 grams per square meter, 150 mm inside core diameter of bobbin, each bobbin weight 200-250 kg. Bid deadline March 7. The Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

263 Paperboard Mills, products

ENGLAND—Kraft liner, bleached foodboard. Direct purchase and agency. Acorn Paper Co. Ltd. (Sales agent), 30-34 New Bridge St., London, E.C.4. WTD 12/28/65.

● **IRAN**—400 tons of glazed cardboard (200 tons duplex board, 200 tons triplex board), 425 grams per sq. meter, thickness of 0.58 to 0.62 mm, width of bobbin 470 mm, core dia. 150 mm, weight of each bobbin 200-250 kg. Bid deadline March 15. The Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

273 Books

NETHERLANDS—Scientific and professional books and periodicals concerning developments in chemical, organic-chemical, electrotechnical, electronical, mechanical engineering and plastic fields; also books concerning scientific management. Requests catalogues of technical books suitable for sale to high schools, universities, business firms. Direct purchase and/or agency. Firma van den Broek & Adolfs (importer, retailer), 5 Gronausestraat, Enschede. WTD 11/23/64.

NIGERIA—Books, all types; direct purchase or agency. Fellowship Bookshops Ltd. (importer, wholesaler, retailer with branches in three cities in Eastern Region), 2 Accra St./Club Rd., P.O. Box 479, Port Harcourt. WTD 12/23/65.

281 Industrial chemicals

PAKISTAN—2 ton mouldable exothermic anti-piping compound used with moulding sands in electric furnace for steel die casting. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

282 Synthetic materials

VENEZUELA—Impact polystyrol, in granular form, for manufacture of refrigerator liners, cups, packaging material; also PVC and acrylics, direct purchase and agency. Oficia Representaciones, S.R.L. (sales agent), Ferrenquin a La Cruz 145, Caracas, Aptdo. 2717, Caracas. WTD 12/9/65.

283 Drugs

● **NEW ZEALAND**—Combined vaccine for diphtheria, tetanus, pertussis; immunization of infants and children in single dose ampoules of 0.5 ml (packs of 10 ampoules), 200,000 doses. Bid deadline Feb. 4. Director General of Health, P.O. Box 5013, Wellington. Copies of tender may be obtained from the New Zealand Senior Trade Commissioner in the U.S.A., 1145 19th St. NW., Washington, D.C. 20036. (Telephone: 202-FEderal 8-8820).

NIGERIA—Pharmaceutical preparations; direct purchase or agency. Nigerian Merchants & Produce Suppliers (importer, exporter, wholesaler, retailer), 4 Hospital Rd., P.O. Box 27, Port Harcourt. WTD 12/23/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, other toilet preparations

FINLAND—Women's do-it-yourself hairdo sets, complete. Requests full details, samples, prices, terms. Tukkuyhtyma Ky (importer, wholesaler), Erkki Melartinintie 3, Helsinki 72. WTD 12/27/65.

285 Paints, varnishes, lacquers, enamels

NIGERIA—Paints, varnishes, enamels, all kinds; must be suitable for tropics; direct purchase or agency. Nigerian Merchants & Produce Suppliers (importer, exporter, wholesaler, retailer), 4 Hospital Rd., P.O. Box 27, Port Harcourt. WTD 12/23/65.

Paints, varnishes, enamels, all kinds. Must be suitable for tropics; direct purchase or agency. Ibeneme & Sons Paint Stores (importer, wholesaler), P.O. Box 337, Port Harcourt. WTD 12/21/65.

● **THAILAND**—Zone aluminum roof coating, 350 pails of 19 liters each. Tender No. 08540, bid deadline March 8. State Railway of Thailand, Krungkasem Rd., Yodsa, Bangkok.★ (Telephone: 202-WO 7-3529).

301 Tires, inner tubes

● **KENYA**—Tires and inner tubes of various sizes for motor vehicles (from manufacturers only). Tender No. Circular 34, bid deadline Feb. 7. Tender documents available from the Overseas Purchasing Division, East African Railways & Harbours, P.O. Box 30540, Nairobi or Harbours Overseas Agents, 4, Millbank, London, S.W. 1.★ (Telephone: 202-WO 7-3381).

NIGERIA—Motorcycle tires; direct purchase or agency. Nigerian Merchants & Produce Suppliers (importer, exporter, wholesaler, retailer), 4 Hospital Rd., P.O. Box 27, Port Harcourt. WTD 12/23/65.

306 Fabricated rubber products

● **THAILAND**—Rubber belting, 3,200 meters, 2 and 4" wide, rounded edge. Tender No. 08571, bid deadline Feb. 3. Procurement Division, State Railway of Thailand Krungkasem Rd., Yodse, Bangkok.★ (Telephone: 202-WO 7-3381).

307 Plastic products

SOUTH AFRICA—Plastic floor topping for factories, wineries, dairies; direct purchase and agency. Celton (Pty.) Ltd. (manufacturer), P.O. Box 12, Kalk Bay, Cape Province. WTD 8/31/64.

322 Glass, glassware

NETHERLANDS—Christmas decorations; company also interested in offers from U.S. exporters of Japanese, Chinese and Hongkong products; company buys on a commission basis; cif quotations and descriptive literature requested; direct purchase and agency. Firma H.A.J. Kaemingk (importer, sales agent). 5-7 Hogestraat (or P.O. Box 7), Aalten. WTD 3/23/65.

NIGERIA—Glass beer bottles, green, nonreturnable type only, must be able to withstand 2½ atmospheres; requests price quotations and net cif Lagos. Michael F. Bayly (importer), P.O. Box 2267, Lagos. WTD 10/14/64.

326 Pottery, related supplies

● **IRAQ**—Supply of 300,000 porcelain insulators. All insulators must conform to British Standard Specifications. Tender No. 65/11, bid deadline Feb. 1. Directorate General of Posts, Telegraphs & Telephones Administration, Ministry of Communications, Baghdad. Copy of tender documents and specifications available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

329 Abrasive, asbestos, nonmetallic mineral products

PAKISTAN—Cement for patching electric furnace linings. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

331 Steel mill products

GERMANY—Cold-rolled steel sheets in coils, standard qualities, width 680 mm.; thickness 0.50, 0.60, 0.70, 0.90, 1.00 and 1.5 mm.; in lots of 100 metric tons. Alte & Schroeder KG. (manufacturer), 5 Kirchloeher Weg, 5894 Halver. WTD 1/6/66.

● **IRAQ**—Galv. wire, 35 l.t. required as follows: 5 tons of 50 lb./mile; 5 tons of 75 lb./mile; 10 tons of 150 lb./mile and 15 tons of 300 lb./mile. Tender No. 65/12, bid deadline Feb. 9. Terms and specifications available from the Directorate General of Posts, Telegraphs & Telephones Administration, Baghdad against payment of $2.80 per set plus $0.70 to cover airmail charges to the U.S. Copy may be examined in the Iron & Steel Division, BDSA-6380, Rm. 4222, Department of Commerce, Washington, D.C.

● R.S.J. poles (7" x 4"), 30 ft. long, 2,000 required, along with 10,000 "D" irons and 20,000 bolts and nuts. Tender No. 52, bid deadline Feb. 8. Terms and specifications may be obtained from the Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad, against payment of $5.60 per copy, plus airmail charges to the U.S. Copy may be examined in the Iron & Steel Division, BDSA-6380, Rm. 4222, Department of Commerce, Washington, D.C.

● Spun iron pipes, specials, valves, accessories, for water distribution mains. Tender No. 53, deadline Feb. 8 to supply, deliver and stack at Central Stores of Directorate General of Municipal Affairs in Baghdad. Materials and quantities include cast iron spun pipes, bolted gland, complete with joint bolts, nuts, jointing paste, etc., approx. 345,000 yds., 7 sizes from 3" dia. to 14" dia.; total of approx. 9,000 tees, cross, bends, central tapers, collars, caps, sluice valves; 660 surface boxes. Terms and specifications available for $42 per copy plus airmail charges from above Directorate General, Ministry of Municipal & Rural Affairs, Baghdad. One copy may be examined in the Building Materials & Construction Industries Division, Rm. 4014, Department of Commerce, Washington, D.C.

● **TURKEY**—Galv. wire rope. 470 000 meters required. Bid deadline Feb. 11. PTT Genel

Mudurlugu, Malzeme Dairesi Baskanligi, Ankara (General Directorate of PTT). English translations of terms and specifications available for $4.50 per copy from Modern Tercume Burosu, Menekse Sokak 20/7, Ankara.

339 Primary metal industries

GERMANY—Nonferrous metals; nonferrous metal alloys, all kinds; metals for atomic reactor, aircraft construction, air space industry. Requests price quotations fob New York; direct purchase and agency. Ferrostaal Import-Export GmbH. (importer, wholesaler, exporter, sales agent), 7 Huyssenallee or Postfach 4, 43 Essen/R. WTD 1/4/66.

342 Cutlery, hand tools, general hardware

NIGERIA—General hardware suitable for humid climate; direct purchase or agency. Nigerian Merchants & Produce Suppliers (importer, exporter, wholesaler, retailer), 4 Hospital Rd., P.O. Box 27, Port Harcourt. WTD 12/23/65.

● **PAKISTAN**—Supply of 15 chisel kits, 3 pedestal type tool grinders, 6 coil winding machines. Tender No. S-12/180/65-66, bid deadline Feb. 22. The Director of Supply, Government of East Pakistan, 48 Motijheel C.A., Dacca.★ (Telephone: 202-WO 7-5589).

348 Fabricated wire products

NETHERLANDS—Plastic-coated border fencing (classic arch design); aluminum lawn fencing on rolls, lawn edging of aluminum or plastic strips. Firma van Beek & Heijermans (importer), 90 Kromme Nieuwegracht, Utrecht. WTD 4/26/65.

351 Engines, turbines

● **COLOMBIA**—Supply and installation of electro-mechanical equipment at hydro-electric plant of Prado, Tolima. Tender No. 215-30, bid deadline April 12. Specifications available from Instituto de Aprovechamiento de Aguas y Fomento Electrico, Carrera 13, No. 27-00, Office 313, Bogota, upon payment of $150 for first copy and $75 for each additional copy.★ (Telephone: 202-WO 7-4241).

352 Farm machinery

NETHERLANDS—Canvas grass catchers (wire frame with galvanized bottom) to be attached to lawn mowers. Exclusive distributorship for Netherlands desired. Firma van Beek & Heijermans (importer), 90 Kromme Nieuwegracht, Utrecht. WTD 4/26/65.

PERU—Poultry abattoir, capacity 5,000 to 10,000 chickens daily; requests sales literature, prices, replies in Spanish. Jorge Rodriguez Vargas (aviculturist), Km. 14.500 Carretera Central, Santa Clara. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

● **GREECE**—One tractor shovel loader 1¼-1½ cu. yd. bucket, wheel type; 3 motor graders, 120 hp. diesel engine; one grader-bulldozer combination unit, 35 hp. diesel engine; one bulldozer, 4 wheel type, 200 hp. diesel engine; 6 motor trucks; 5 ton capacity; one mobile mounted power crane, 15-ton lift capacity; two motor cycles with side cars; 3 rollers, one 12-14 ton; one 6-8 ton, one 5 ton; 2 land-rover vehicles; 2 air compressors suitable for operating 2 airhammers simultaneously. Tender number not available, bid deadline not yet established. Municipality of Athens, Mechanological Dept., Athinas St., Athens.★ (Telephone: 202-WO 7-5566).

● **IRAQ**—One 2-ton fork lift truck, one 1-ton fork lift truck; both with water cooled, diesel engines. Tender No. TAWZEE/62/1965, bid deadline Feb. 12. Specifications available for $8.40 from Administration of Distribution of Oil Products, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-5589).

● **LIBYA**—Supply of 80 diesel tractors. Tender No. 815, bid deadline Feb. 21. Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli. Terms and specifications are available from the Ports & Lights Department in Tripoli and Benghazi.

● **THAILAND**—Bid deadline indicated in parentheses after each item, 19 115-hp. motor graders (Feb. 28); 29 1½ cu. yd. wheel type loaders (Feb. 22); 35 towed type pneumatic tired rollers (Feb. 28); 22 self-propelled pneumatic tired rollers (Feb. 28); 4 20-tph portable asphalt plants (Feb. 22); 3 asphalt pavers (Feb. 16); 1 self-propelled asphalt paver (Feb. 16); 29 tandem diesel powered rollers (Feb. 28); 23 tailgate type spreaders (Feb. 25); 48 10-cu. ft. concrete mixers (Feb. 11); 12 air operated concrete breakers (Feb. 22); 6 concrete pumps (Feb. 11); 74 pickup trucks (Feb. 25); 152 1wb 4-5 ton chassis and cab (Feb. 16); 157 5-cu. yd. dump trucks (Feb. 11); 4 truck-tractors (Feb. 11); 4 semi-trailers 25-ton capacity (Feb. 11); 80 steel drop-side flat truck body, 4 cu. yd. (Feb. 25); 59 water tanks for mounting on trucks, 1,500 gal. capacity (Feb. 16); 56 water pumps, 4" (Feb. 25); 57 farm tractors, 50-60 hp. (Feb. 25); 50 rotary tiller attachments (Feb. 25); 13 skid-mounted field service lubricating units (Feb. 16). IBRD Loan No. 241-TH. Tender documents available at no charge from, and to be delivered to, the Project Director, Office of Loans & Aids Control, Department of Highways, Sri Ayuthaya Rd., Bangkok.

354 Metalworking machinery

● **BURMA**—Planer, 6" stroke; sheet metal bending roller (hand operated ⅛" capacity; tool and cutter grinder, 17" x 7" table; electric furnace, temperature range 0 - 11,000°C.; gear shaper 18" x 5"; surface grinder, horizontal 8" x 16" table, lathe, 40' swing, 8' length of bed; portable diesel welder. 300/450 amp. Tender No. 4(Q)MCY/PORT/1965-66, bid deadline Feb. 28. Stores Officer. Board of Management for the Port of Rangoon.★ (Telephone: 202-WO 7-5652).

ENGLAND—Metallurgical products for control, test and inspection of processes, products and raw materials; semi-finished products in form of bar, foil, sheet, tube and wire, in ferrous and non-ferrous metals and alloys; capital plant for processing metals and alloys, by casting, forming, finishing, heat treating, joining. Metallurgical processes for improvement of resistance to corrosion and elevated temperatures; joining of metals by soldering, brazing, welding; melting, casting, forming operations; lubrication for hot and cold forming and machining operations. Direct purchase and agency, Royston Arch Metals Ltd. (consultants), The Red House, Market Square, Amersham, Buckinghamshire. WTD 12/28/65.

355 Special industry machinery

IRAN—Loose stack (wool) dyeing machine with 100 kilos capacity—2 units; hydro extractor with 300 kilos capacity for 50 kilos of wool—1 unit; stainless steel jacket color kettle with agitator suitable for preceding equipment—2 units; filter with vacuum—1 unit; boiler with 2-tons capacity and 12 atmospheric pressure; dryer for loose yarn for dyeing 300 kilograms of wool in 8 hrs.—1 unit; dye apparatus, stainless steel cylinder, hand filter with glassware—1 unit. Requests catalogs and quotations c&f Khorramshahr. Iranian Carpet Co. (Sherkat Sahami Farsh Iran) (Government agency), 160 Ferdowsi Ave., Tehran.

● **IRAQ**—Supply of 1 automatic cylinder printing press, one automatic paper cutting machine, one thread book sewing machine, 2 hand paper folding machines, 1 rotary slot perforating machine. Tender No. 44/65, bid deadline Feb. 20. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5589).

ITALY—Fruit wrapping and packaging machinery for oranges, lemons, peaches, apples. Desires exclusive agency or direct purchase with exclusive rights. I.M.E., Impianti Meccanici Elettrici, s.r.l. (manufacturers' agent), Via Milano 79-83, Catania. WTD 12/9/65.

KOREA—Complete Vitamin-C manufacturing plant, 3 tons per year capacity. Firm would like designs, catalogues, price and delivery estimates. Samho Trading Co., Ltd. (importer, exporter), c/o General Business Section, I.P.O. Box 1954, Seoul. WTD 5/20/65.

Machinery for producing agricultural fungicide (N-methyl dithio carbamate). Firm plans to set up plant to produce 5 tons per day; would like to correspond with U.S. company able to design and supply necessary equipment such as control instruments, reaction chamber, pulverizer, micron mill, mixer, steam dryer, automatic bottling and dry packers. Firm would like price estimates, fabrication and delivery schedules. Chung-Ang Rosin Chemical Industrial Co. (manufacturer), 358 Ohjong-dong, Taejon City, South Chungchung Province. WTD in preparation.

PERU—Machinery and raw materials to manufacture hand shovels and wheelbarrows on a small scale. Requests sales literature, prices, etc. South American Trading Corp. del Peru S.A. (importer, wholesaler, agent), Aptdo. 5176, Lima. WTD 1/5/66.

UGANDA—Machinery for manufacture of corrugated cardboard boxes. Requests quotations and terms. The Joint Secretary (manufacturer), Muljibhai Madhvani & Co. Ltd., P.O. Box 54, Jinja. WTD 3/12/65.

356 General industrial machinery

HONDURAS—One small machine for filling cans with powdered vitamins; can sizes: 2.5, 5 and 25 kg. Requests replies in Spanish. Alimentos Concentrados Nacionales, S.A. (manufacturer, wholesaler, retailer), Sr. Fuad E. Canahuati, Manager, 1 Ave. 9 Calle N.O., San Pedro Sula. WTD 6/15/65.

● **TURKEY**—2 submersible well-testing pumps, capacity 40-50 lt. per second with a 60 m. head; 2 diesel-alternator sets for pumps. Bid deadline Feb. 24. Iller Bankasi Genel Mudurlugu (General Directorate of Iller Bank), Ankara. English translations of specifications available for $8 per copy including airmail charges from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara.

357 Office, computing, accounting machines

ENGLAND—Dictating machines and equipment for office use only. English Exporters (London) Ltd. (importer, exporter), 70 Baker St., London, W.1. WTD 9/29/64.

360 Electrical machinery

GERMANY—Generator sets and apparatus for atomic reactor, aircraft construction, air space industry. Requests price quotations fob New York; direct purchase and agency. Ferrostaal Import-Export GmbH. (importer, wholesaler, exporter, sales agent), 7 Huyssenallee or Postfach 4, 43 Essen/R. WTD 1/4/66.

361 Electric transmission, distribution equipment

● **GREECE**—Supply of 5,200 secondary distribution fuse boxes. Tender No. DMKD-479, bid deadline extended from Dec. 23, 1965 to Feb. 15 (INTERNATIONAL COMMERCE, Dec. 6, 1965, p. 32). Public Power Corp. (DEH), Purchasing Dept., 30 Halkokandyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

● **IRAQ**—Supply and installation of 140 100-kva, 11000/416/240 v., three phase, 50 cycle transformers. Tender No. 49, bid deadline Feb. 1. Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad. Copy of specifications available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230.

● Supply and installation of 180 50-kva, 11000/416/240 v., 3 phase, 50 cycle transformers. Tender No. 50, bid deadline Feb. 1. Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad. Copy of specifications available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● Supply of materials and erection of 11 k.v. overhead line between Al-Miqdadia and Abu-Saida (Diala Liwa). Tender No. 78, bid deadline Feb. 15. Tender documents and specifications available for $39.20 per copy, plus airmail charges, from the Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad. One copy of General Conditions of Tender, Specifications and Drawings may be examined in BDSA, Rm. 4014, Department of Commerce, Washington, D.C.

362 Electrical industrial apparatus

● **BURMA**—Supply of welding electrodes, various grades and sizes. Ref. No. 12/(T)/MCY-BR/(65-66), bid deadline Feb. 9. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5652).

● **IRAQ**—Furnish diesel engine, 4 cylinders, 1,500 rpm with auxiliaries and generator, a.c., 3 phase, 10 kw, 380/220 v. with auxiliaries. Tender No. INQ/65/DMW/100, bid deadline Feb. 12. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Additional information may be obtained from the Embassy of the Republic of Iraq, Armed Forces Attache, 3510 Garfield St. NW., Washington, D.C.★ (Telephone: 202-WO 7-4241).

● **LIBYA**—Supply and install generators at office of Works in west and south. Tender No. 802, bid deadline Feb. 21. Secretary, Central Tenders Board, Ministry of Finance, Al-Shatt St., Tripoli. Specifications may be obtained from the Contracts & Tenders Department, Works, Tripoli or Works, Benghazi, upon payment of $2.80.

SWITZERLAND—Industrial electric control equipment. Stauber-Industrie Vertretungen (importer), Postfach 19, 8803 Rueschlikon. WTD 9/15/65.

363 Household appliances

GERMANY—Electric beaters for eggs, cream, culinary, etc., for bakeries and restaurants. Requests price quotations cif Rotterdam; direct purchase and agency. Math. Krieger Nachf., Ing. Karl Heinz Pfabe (importer, wholesaler), 3 von Reuschenberg Strasse, 570 Juelich. WTD 1/6/66.

SWITZERLAND—Small household electric appliances of all kinds, especially types new to market; items which can be forwarded by mail, patented articles (new inventions); direct purchase and agency. Albert Fries (importer, commission agent), Gaetternstrasse 4, 8142 Uitikon. WTD 12/27/65.

366 Communication equipment

● **IRAQ**—Supply of 2 frequency shift keyer units and 2 power supply units. Tender No. 46/65, bid deadline Feb. 12. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-4823).

● **TURKEY**—Supply of 200 teletypewriters, 75 perforators, 75 automatic transmitters. Bid deadline Feb. 18. Bidding specification, in English, available for $10 per copy, including airmail charges from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

369 Electrical machinery, equipment, supplies

● **IRAQ**—Supply and installation of six 300 milli-ampere X-ray units; two 500 milli-ampere X-ray units and one angiography, fluoroscopy and general radiography unit; all necessary equipment and accessories for above; for the Ministry of Health and the X-ray Institute. Tender No. 48/65, bid deadline March 13. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

371 Motor vehicles, motor vehicle equipment

THAILAND—Passenger car, truck and tractor spare parts and accessories. Requests catalogs cif prices. Sriyont Sriyarn Ltd., Partnership (importer, wholesaler, retailer), 692 Samsen Rd., Sriyarn, Bangkok. WTD 12/16/65.

374 Railroad equipment

● **SUDAN**—Supply 30 railroad coach underframes 60 ft. long and 30 freight car underframes 35 ft. long. Tender No. 3391, bid deadline Feb. 8. Office of Controller of Stores. Atbara; or bid may be submitted to Sudan Government Purchasing Agent, 3-5, Cleveland Row, St. James', London S.W.1. Worldwide bid. Method of financing not stated. Tender conditions and specifications may be reviewed in Transportation Equipment Division, Rm. 4314, Main Bldg., Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4816).

381 Engineering, laboratory, scientific, research instruments

● **TURKEY**—Steering compass for car-ferry, 4 units with stands, liquid type. Tender No. 965/3093, bid deadline Feb. 4. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul. (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

PAKISTAN—Optical immersion pyrometer spare parts, for use with pyrometer based on estimated 1,500 immersion. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

386 Photographic equipment

● **VIET-NAM**—Supply of material for developing prints including various types of photographic paper, chemical solutions, adhesives, multilith pads. Tender No. 2066-24125, bid deadline Feb. 4. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

391 Jewelry, silverware, plated ware

THAILAND—Synthetic Chatham-type emerald rough stones; cif Bangkok prices requested. Rasheed & Shali (importer, exporter, wholesaler), 553 Watkoh St., Sampeng, Bangkok. WTD 12/9/65.

399 Manufacturing industries

SWITZERLAND—New types of merchandise, miscellaneous fabricated products for household and personal use (mass consumption items), patented articles (new inventions); direct purchase and agency. Albert Fries (importer, commission agent), Gaetternstrasse 4, 8142 Uitikon/ZH. WTD 12/27/65.

503 Dry goods, apparel

NIGERIA—Used clothing, remnants, all types. Direct purchase or agency. S. A. Okoronkwo & Sons (importer, wholesaler, retailer), P.O. Box 296, 85 Jubilee Rd., Aba. WTD 12/23/65.

509 Wholesalers

NIGERIA—Stationery, kindred supplies; direct purchase or agency. Fellowship Bookshops Ltd. (retailer, wholesaler, importer), 2 Accra St./Club Rd., P.O. Box 479, Port Harcourt. WTD 12/23/65.

520 Building materials

KOREA—American supplier, preferably on West Coast, specializing in consolidating orders for all types of building materials, prefabricated buildings, electrical and steel building supplies, plumbing fixtures and fittings, heating and cooling equipment, paints, other building supplies. Korean firm prefers U.S. supplier affiliated with engineering consultants. Samho Trading Co., Ltd. (importer, exporter), c/o General Business Section, I.P.O. Box 1054, Seoul. WTD 5/20/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

072 Animal husbandry services

PERU—Poultry stock. Paul Cohen (agent), Malecon de la Marina 266, Miraflores. WTD in preparation.

203 Canning, preserving, food

AUSTRALIA—Canned smoked hake. W. K. King Pty. Ltd. (importer, manufacturer's representative), 33 Macquarie Place, Sydney, N.S.W. WTD 6/22/65.

224 Narrow fabrics, other smallwares mills

BELGIUM—Specialty ribbons and accessories for ribbon manufacturing. La Maison Du Ruban (importer, sales agent, manufacturer), 8 Nijverheidsstraat, Aalst. WTD 12/31/65.

228 Yarn, thread mills

IRAQ—Acetate yarn, crepe and oilsized yarn. Abdullah J. Ghazaleh (manufacturer, representative, wholesaler), Gharibian Bldg., Shorja. WTD 11/5/64.

281 Industrial chemicals

PAKISTAN—Dyes and chemicals for use in textile industry. Requests quotations c&f Karachi. Pakistan Shipping Agencies (manufacturers' agent), 12 Qamar House, Bunder Rd., Karachi. WTD 12/1/65.

Industrial chemicals for use in textile, leather and other industries. Requests quotations c&f Karachi. Shezan Trading Co. (manufacturer's agent), P.O. Box 5234, G/2 Nensi Gopalji Trust Bldg., Kutchi Gali No. 2, Marriot Rd., Karachi 2. WTD 2/16/65.

282 Synthetic materials

PAKISTAN—Polystyrene, crystal and colors in GP grade and high impact grade. Requests quotations c&f Karachi. Shezan Trading Co. (manufacturer's agent), P.O. Box 5234, G/2 Nensi Gopalji Trust Bldg., Kutchi Gali No. 2, Marriot Rd., Karachi 2. WTD 2/16/65.

287 Agricultural chemicals

GREECE—Agricultural pest control chemicals; fertilizers. Wishes to represent U.S. manufacturers and exporters on a commission basis and for participation in public tenders. Dr. C. J. Vamvacas, Chemical Products & Equipment (manufacturers' representative, importer, wholesaler, exporter), 4 Nikis St. (or P.O. Box 115), Athens 126. WTD 12/30/65.

307 Plastic products

PAKISTAN—P.V.C. floor tiles. Requests quotations c&f Karachi. Shezan Trading Co. (manufacturers' agent), P.O. Box 5234, G/2 Nensi Gopalji Trust Bldg., Kutchi Gali No. 2, Marriot Rd., Karachi 2. WTD 2/16/65.

VENEZUELA—Plastic tableware. Adhesive plastic "Vinyl"-type sheets, decorative. Requests replies in Spanish. Narciso R. Lopez "Representaciones Panamericanas" (importer, distributor, sales agent), Quinta Soldevilla, Avenida El Salvador, Urbanizacion Las Acacias, Caracas. WTD 12/16/65.

327 Concrete, gypsum, plaster products

AUSTRIA—Building materials which are new and competitive. Walter Hannak, Baustoffgrosshandel und Auslieferungslager (wholesaler), Wiener Reichsstrasse 267, Linz/Donau, Upper Austria. WTD 12/22/65.

331 Steel mill products

PAKISTAN—Galvanized corrugated steel sheets; 10/3″ x 8′ size: 22 to 30 B.G.; hot rolled close annealed sheets and cold reduced sheets, size: 8′ x 3′ gauge 15 to 30 BG; bright steel nail wire in commercial quality 8 to 20 BWG; galvanized plain sheets in commercial quality, size: 8′ x 3′ gauge 16 to 30 BG; lining pipes for tubewells according to BSS 1387/57, medium or according ASTM specification size: 4″, 5″, 5″, 8″ and 10″; M.S. billets, sizes: 2″ x 2″, 3½″ x 2½″ and 3″ x 3″, 3½″ x 3½″ in length of 18′ according standard SAE 1020/25; foundry pig iron having carbon: 3.5% to 4.2%; silicon: 1.72% to 2.25%; sulphur: .05% max.; phosphorus: .31% to .50%; manganese: .4% to 1.25% in pigs of 30 lb.; heavily galvanized steel line wire according to BSS 102, table 1, galvanizing as per BSS 443/1761, in coils of 90-120 lb. unwrapped and unoiled; coils wound on disks of about 24″ dia. giving an inside dia. of the coils about 22″; GSL 400 lb. per mill = 0.1688″ standard dia.; 0.166″ min. dia.; 0.172″ max. dia.; with minimum breaking load of 1200 lb. with max. resistance of 13.32 ohms/mill at 60°F. Pakland Trading Corp. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

Railway track materials—steel rails, fish plates, ties and axles. Requests quotations c&f Karachi. Transimpex (Pakistan) (manufacturer's agent), P.O. Box 4874, Nadir House, McLeod Rd., Karachi. WTD 12/14/64.

333 Primary smelting, refining of nonferrous metals

PAKISTAN—Zinc sheets, ingots. Requests quotations c&f Karachi. Mechanica Ltd. (manufacturer's agent), 408 Qamar House, Bunder Rd., Karachi. WTD 1/26/65.

Tin ingots, refined quality according to ASTM designation No. B-339-59T (Grade B); copper ingots of 99.70% purity; pig lead ingots according to ASTM designation B-29-55 (common desilverized lead), each ingot weighing 112 lb.; zinc ingots, electrolytic 99.95% purity; lead ingots of 99.8% purity. Pakland Trading Corp. (importing distributor), C & MG Bldg., 48 The Mall, Lahore, West. WTD 12/15/65.

336 Nonferrous foundries

VENEZUELA—Kitchen utensils, cast aluminum; requests replies in Spanish. Narciso R. Lopez "Representaciones Panamericanas" (importer, distributor, sales agent), Quinta Soldevilla, Avenida El Salvador, Urbanizacion Las Acacias, Caracas. WTD 12/16/65.

342 Cutlery, hand tools, general hardware

PHILIPPINES—Builders' hardware. Henry Cua, Sonar Enterprises (indentor), 209 Banas Bldg., 815 Rizal Ave., Box 4037, Manila. WTD 5/9/64.

Hand tools, general line. Henry Cua, Sonar Enterprises (indentor), 209 Banas Bldg., 815 Rizal Ave., Box 4037, Manila. WTD 5/9/64.

343 Heating apparatus, plumbing fixtures

PHILIPPINES—Plumbing fixtures; all kinds. Henry Cua, Sonar Enterprises (indentor), 209 Banas Bldg., 815 Rizal Avenue, Box 4037, Manila. WTD 5/9/64.

344 Fabricated structural metal products

BELGIUM—Window frames, door frames; doors. Firma Debouver P.V.B.A. (wholesaler, sales agent), 94 Kortrijkstraat, Ingelmunster. WTD 12/28/65.

346 Metal stampings

VENEZUELA—Kitchen utensils, stamped and pressed metal; requests replies in Spanish. Narciso R. Lopez "Representaciones Panamericanas" (importer, distributor, sales agent), Quinta Soldevilla, Avenida El Salvador, Urbanizacion Las Acacias, Caracas. WTD 12/16/65.

352 Farm machinery

PERU—Poultry equipment, all kinds. Paul Cohen (agent), Malecon de la Marina 266, Miraflores. WTD in preparation.

PHILIPPINES—Agricultural tractors below 10 hp. Henry Cua, Sonar Enterprises (indentor), 209 Banas Bldg., 815 Rizal Ave., Box 4037, Manila. WTD 5/9/64.

353 Construction, mining, materials handling machinery

PAKISTAN—Car lifts of capacities 6, 8, 10, 12, 15 and 20-tons; road roller of 2 or 3 wheel, basic weight 8-tons, ballast weight 10-ton; type of ballast: sand or water; type stairing: hydraulic, fitted with 4 stroke diesel multiple cylinder rated output 30 to 50 hp.; road roller: basic weight 10 tons, ballast weight: 12 tons, type of ballast: sand or water; type stairing: hydraulic, fitted with 4 stroke diesel multiple cylinder rated output 50 to 60 hp.; bitumen mixer with capacity of 20 to 30 tons; bitumen distributor tank, capacity 3,600 liters; mobile bitumen melting plant intended to melt and dehydrate bitumen having 1 to 3 boiler with capacity of one boiler 10 cu.m.; crawler tractor with bulldozer attachment, fitted with diesel engine of 50, 60, 110, 150 and 300 hp., both hydraulic and electrically operated; brush cutter mounted on crawler tractor fitted with diesel engine of 100 to 150 hp.; motor grader fitted with diesel engine of 60, 70, 75, 110, 120 hp.; stump puller mounted on crawler tractor with diesel engine of 100 and 120 hp.; self-powered scrapper, semi trailer type fitted with diesel engine of 180 to 200 hp.; winch single and 2 drums having drum dia. of 270 to 300 mm. and drum length 120 to 130 mm.; heavy duty truck trailer with carrying capacity of 20-40 ton; dump trucks with 2 to 10 ton capacity; self-propelled cranes with 3 to 10 ton capacity, with boom length of 10 m. and extension to 15 m.; double drum sheep foot roller, road dia. 96″, width 112″, fully ballast weight approx. 20 tons; vibratory roller, 3 to 8 tons towed type engine 40 to 70 hp.; complete mobile workshop; hydraulic loader, fitted with diesel engine up to 110 hp.; water control mounted on crawler tractor, bucket capacity

3.5 cu. yds., lifting capacity 4 to 6 tons; dragline, capacity 1½ cu. yds., convertible, mounted on crawler tractor fitted with diesel engine 120 to 150 hp.; mobile crushing screening plant consisting of primary crushing screening plant 30 tons per hour capacity, mounted on trailer and secondary crushing screening plant complete with belt conveyor, roller, crushers, elevators; drilling rigs both percussion and rotary type for boring tubewell up to 18″ dia. 500′ depth. Pakland Trading Corp. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

Trailers, trucks for use in plants, depots, docks, terminals. Requests quotations c&f Karachi. Intertrade Distributors (manufacturer's agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

Trailers, truck for use in plants, depots, docks, terminals. Requests quotations c&f Karachi. Pakistan Shipping Agencies (manufacturer's agent), 12 Qamar House, Bunder Rd., Karachi. WTD 12/1/65.

Excavators, cranes, derricks, draglines, power shovels. Requests quotations c&f Karachi. Transimpex (Pakistan) (manufacturer's agent), P.O. Box 4874, Nadir House, McLeod Rd., Karachi. WTD 12/14/64.

354 Metalworking machinery

PAKISTAN—Shaping tools, machinery, accessories. Requests quotations c&f Karachi. Intertrade Distributors (manufacturer's agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

Hydraulic presses of 25, 35, 40, 50, 80-ton capacity; radial drilling machine of maximum drilling radius 20 to 26″, minimum radius 6″ to 9″ driven by suitable electric motor current 220/240 v. 50 cycle a.c. single phase, 400/440 v. 50 cycle a.c. 3 phase; double column drilling machine of max. drilling capacity 3″; all geared and parallel lathe having height of center of bed 8″ and height of center on gap 12″, driven by suitable electric motor with current of 220/240 v., 50 cycle, a.c., single phase, 400/440 v., 50 cycle a.c., 3 phase; copy automatic lathe having swing over bed 16″ and swing over carriage 10″ complete with standard equipment; inclinable eccentric presses having capacity of 5, 8, 10, 12, 15, 10, 15, 30-ton; crankshaft grinding machine having max. diameter of 15″ 16″, 19″, 20″; universal slotting machine having ramstroke of 300, 320, 350, 400 mm., 4 ram cutting speed driven by suitable electric complete with standard equipment; all geared shapeing machine having maximum traverse ram of 500, 550, 600, 650 and 700 mm; threading machine having metric threading capacity 8 to 33, 10 to 60 and 40 to 120 mm.; driven by suitable electric motor; electric pneumatic hammers having forging capacity square iron 1½″, 2″, 2½″, 3″ and 4″ driven by suitable electric motor; universal sharpening machine having sharpening max. length up to 16″; max. distance between centers up to 20″; automatic screw machine having thread metrical threading capacity 10 to 33 mm., 10 to 60 mm., 40 to 120 mm.; universal milling machine having table useful surface of 10, 11, 12 and 12″; horizontal boring machine having boring spindle dia. of 3, 4, 5 and 5″ driven by suitable electric motor; guillotine sheer, with 20 to 60 mm. working length for iron sheet up to 3 mm. (⅛″); bending rollers for steel sheet sizes 1,500 x 8 mm.; 1,500 x 10 mm., 1,500 x 12 mm.; 1,500 x 16 mm.; 2,000 x 6 mm., 2,000 x 8 mm., 2,000 x 10 mm., 2,000 x 16 mm.; 2,500 x 6 mm.; 2,500 x 8 mm.; 2,500 x 10 mm.; 2,500 x 12 mm.; 3,000 x 6 mm.; 3,000 x 8 mm.; 3,000 x 10 mm.; 3,000 x 12 mm.; folding and bending machine with 2,060 mm., working length suitable for iron sheet up to 0.098″ and 1/10″. Pakland Trading Corp Ltd. (importing distributor). C. & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

355 Special industry machinery

★★ HONG KONG—Trade Mission

Dough mixing machinery. Oriental Engineering Co., Ltd. (importer), Man Yee Bldg., Hong Kong. WTD 5/17/65. TM 68.

PHILIPPINES—Woodworking machines, all kinds. Henry Cua, Sonar Enterprises (indenter), 209 Banas Bldg., 815 Rizal Ave., Box 4037, Manila. WTD 5/9/64.

VENEZUELA—Textile machinery in general; machinery for non-woven fabrics, chemical textile finishing equipment. Requests replies in Spanish. Dr. Peter Krestev "Oficina Tecnica Overseas Trading" (sales agent), Aptdo. 4938, Caracas. Avenida Principal del Bosque, Edificio Torre del Bosque, Mezz. "B", Caracas. WTD 12/17/65.

356 General industrial machinery

AUSTRALIA—Packaging machinery for filling cartons of up to one ft. square with individual items. Orata Pty. Ltd. (agent); 4/91 Coogee Bay Rd., Coogee, Sydney. WTD 12/16/65.

PAKISTAN—Paint sprayers. Requests quotations c&f Karachi. Intertrade Distributors (manufacturer's agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

Compressor, single stage, double cylinder, suction capacity lit/min: 800-100-1200; portable paint spraying equipment complete for automobile painting consisting of air-compressor units, fitted with electric motor capacitor type 220/230 v., 50 cycles, single phase, a.c., working pressure 150-250 lb., with air hose, rain cock, nozzle spray gun with over-top cup complete connection; hydraulic lifting jacks for light cars and heavy trucks; hydraulic and mechanical service jacks with capacity of 1,760; 4,400; 5,500; 8,800; 13,200; 16,500; 17,600; and 22,000 lb.; minimum height: 3½″, 4″, 4½″, 4¾″, 5½″, 6½″, 6¾″, 7″; trestle jacks with carrying capacity of 1,000; 3,000; 5,000; 8,000; 10,000 kgs. Pakland Trading Corp. Ltd. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

PHILIPPINES—Ball and roller bearings, pillow blocks. Henry Cua, Sonar Enterprises (indentor), 209 Banas Bldg., 815 Rizal Ave., Box 4037, Manila. WTD 5/9/64.

Roller chains for power transmissions. Henry Cua, Sonar Enterprises (indentor), 209 Banas Bldg., 815 Rizal Ave., Box 4037, Manila. WTD 5/9/64.

358 Service industry machines

AUSTRALIA—Vending machines for all kinds of items not exceeding one cu. ft. volume. Orata Pty. Ltd. (agent), 4/91 Coogee Bay Rd., Coogee, Sydney. WTD 12/16/65.

359 Machinery

PAKISTAN—Pistons, piston rings, carburetors for U.S. automotive vehicles. Pakland Trading Corp. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

361 Electric transmission, distribution equipment

IRAQ—High and low KVA-MVA transformers; high and low tension circuit breakers. Basil Makiya & Co. (importer, wholesaler, contractor), Makiya Bldg., Badawi St., Baghdad. WTD 5/15/65.

PAKISTAN—Switchboard, consisting of panels of sheet iron or other approved material and complete in all respects including bus-bars, clamps, interconnections, small wiring sockets, supporting framework, comprising an alternator control and two feeder panels of two feeder circuits of 10-15 amps capacity. Requests quotations c&f Karachi. Adil Brothers (manufacturer's agent), Baitul Hamd, 140 Bunder Rd., Karachi. WTD 9/26/63.

Switchgear, equipment, supplies for transmission of electric power. Requests quotations c&f, Karachi. Transimpex (Pakistan) (manufacturer's agent), P.O. Box 4874, Nadir House, McLeod Rd., Karachi. WTD 12/14/64.

362 Electrical industrial apparatus

PAKISTAN—Generators, alternating current, under 2,000 kw. Requests quotations c&f, Karachi. Pakistan Shipping Agencies (manufacturer's agent), 12 Qamar House, Bunder Rd., Karachi. WTD 12/1/65.

Generating plant of 5 kw capacity, 230 v., 50 cycles, 5 phase ac., oil driven engine, portable, mounted on trolley with rubber wheels; requests quotations c&f, Karachi. Adil Brothers (manufacturer's agent), Baitul Hamd, 140 Bunder Rd., Karachi. WTD 9/26/63.

Welding blow pipes for soldering lead (batteries) or for fine soldering jobs. Arc welding sets 300, 350, 400, 450 amps, both electric and diesel driven. Pakland Trading Corp. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

PHILIPPINES—Electric motors and generators, a.c. powered water pumps. Henry Cua, Sonar Enterprises (indentor), 209 Banas Bldg., 815 Rizal Ave., Box 4037, Manila. WTD 5/9/64.

364 Electric lighting, wiring equipment

IRAQ—Fluorescent lamps, commercial lighting fixtures. Basil Makiya & Co. (importer, wholesaler, contractor), Makiya Bldg., Badawi St., Baghdad. WTD 5/15/65.

PHILIPPINES—Fluorescent lamp starters. Henry Cua, Sonar Enterprises (indentor), 209 Banas Bldg., 815 Rizal Ave., Box 4037, Manila. WTD 5/9/64.

Electrical supplies including cords and conduit pipes. Henry Cua, Sonar Enterprises (indentor), 209 Banas Bldg., 815 Rizal Ave., Box 4037, Manila. WTD 5/9/64.

369 Electrical machinery

PAKISTAN—Ignition apparatus for internal combustion engines; also plugs for automotive vehicles. Pakland Trading Corp., Ltd. (importing distributor), C & MG Bldg., 48 The Mall, Lahore, West. WTD 12/15/65.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Crankshaft assemblies, brakes, brake parts, oil filters, axles, gear plates, gear boxes complete. Car washers, sufficient for service stations fitted with electric motor of 2 to 5.5 hp., capacity 35 to 100 lit/min. Pakland Trading Corp., Ltd. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

PHILIPPINES—Automotive service equipment. Henry Cua, Sonar Enterprises (indentor), 209 Banas Bldg., 815 Rizal Ave., Box 4037, Manila. WTD 5/9/64.

Automotive parts, all kinds. Henry Cua,

Sonar Enterprises (indentor), 209 Banas Bldg., 815 Rizal Ave., Box 4037, Manila. WTD 5/9/64.

374 Railroad equipment

PAKISTAN—Track inspection motor trolley, 5'-6" gauge, demountable chassis aluminum alloy frame, 8 hp. water cooled engine, spring mounted axle bearing frame, deck and seat demounted wheel, canvas hood, speed of 10 m.p.h. with 1,500-lb. load. Requests quotations c&f Karachi. Adil Brothers, Baitul Hamd (manufacturer's agent), 140 Bunder Rd., Karachi. WTD 9/26/63.

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Laboratory, scientific, research instruments. Requests quotations c&f Karachi. Shezan Trading Co. (manufacturer's agent), P.O. Box 5234, G/2 Nensi Goplaji Trust Bldg., Kutchi Gali No. 2, Marriot Rd., Karachi 2. WTD 2/16/65.

Mechanical measuring and controlling instruments; tensile testing machine, 25-ton capacity to work on 400/440 v., 50 cycle, 3 phase a.c., complete with all accessories for carrying out compression test, bend test, shear test. Requests quotations c&f Karachi. Adil Brothers (manufacturer's agent), Baitul Hamd, 140 Bunder Rd., Karachi. WTD 9/26/63.

382 Instruments for measuring, controlling, indicating physical characteristics

PAKISTAN—Tyre inflation pressure gauge of 9.7/8" and 10" dia. Pakland Trading Corp. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

Leads for Importers

Commodities are offered direct unless specified.

086 Gathering of forest products

NIGERIA—Piassava fiber; prompt shipment of large or small orders. Item Merchants' Association Ltd. (importer, exporter, wholesaler), P.O. Box 318, Aba. WTD 12/28/65.

391 Jewelry, silverware, plated ware

★★ HONG KONG—Trade Mission

Stainless steel cutlery in bulk or 24 pc. and 50 pc. sets; two grades available. Chuang's Cutlery, Ltd. (manufacturer, exporter), 1101 Hang Chong Bldg., Hong Kong. WTD in preparation. TM 30.

394 Toys, amusement, sporting goods

NIGERIA—Indoor game for children which is similar to Parcheesi and played with dice (game developed by Nigerian firm). Samokabaks & Co. (marketing of indoor games), Plot 69 Akangba Estate, P.O. Box 322, Yaba, Lagos. WTD 12/11/65.

Future Construction

ARGENTINA—The Inter-American Development Bank, 808 17th St. NW., Washington, D.C. 20577, announced the approval of a loan equivalent to $18.5 million **to improve and expand water supply systems in five cities** with a combined population of 3 million.

The borrower is the Administracion General de Obras de la Nacion, the Argentine agency responsible for the water supply and sewage services of the country.

The program's total cost is $45.2 million, approximately 40% of this cost being covered by the Bank's loan. Specific projects include the following:

Buenos Aires: Construction of a **treatment plant,** capacity 1 million cubic meters a day, in Bernal to meet the needs of the southern suburbs of Almirante Brown, Avellaneda, Lanus, Lomas de Zamora, Quilmes and Florencio Varela whose total population is 1,619,000. Total cost of treatment plant is $28.1 million.

San Miguel de Tucuman: Construction of a **treatment plant,** capacity 120,000 cubic meters daily, intake facilities, conduit from the intake to the treatment plant and primary lines from the plant to the city. Total cost, $4.7 million.

Jujuy: Construction of **intake facilities at the Guerrero River, water treatment plant,** capacity 65,000 cubic meters per day, and **conduits from the plant to the city's distribution system and from the intake facilities to the plant.** Total cost, $1.2 million.

Cordoba: Construction of **feeder pipelines** to carry water to zones that lack this service. Total cost, $4.8 million.

Mendoza: Construction of **intake facilities; installation of a water treatment plant with an initial capacity of 200,000 cubic meters per day;** construction of a **conduit from the plant to the distribution system.** Total cost, $3.7 million.

Up to $2.7 million of the program's total cost will be devoted to review, supervision, inspection and control costs.

Completion of the projects will enable the five urban zones to receive a water supply equivalent to 500 liters per capita daily.

The program is part of a national plan being carried out by the Administracion de Obras Sanitarias to provide adequate water services to all urban and rural communities in the nation. Last August the Bank authorized a $5 million loan to the Republic of Argentina to help finance the first stage of another program included in this plan designed to provide water supply services to rural communities with populations ranging from 100 to 3,000.

BRAZIL—An Inter-American Development Bank loan equivalent to $40,640,000 was extended for **improvements to port facilities, highways and water services.**

Highway improvement will be undertaken by the Departamento Nacional de Estradas de Rodagem (Brazilian Government agency); $40 million total cost will be financed 50% by the Bank loan and 50% by Brazil. Project calls for **widening and paving two different highway sections:** One, 53 miles long between Paranagua and Curitiba; the other, 354 miles long between Ponta Grossa and Foz de Iguaqu.

Port expansion projects will cost $11,860,000, 45% of which will be financed by the Bank and 55% by Brazil's Departamento de Portos e Vias Navegaveis. Projects call for **expansion of two existing piers, construction of a silo with a minimum capacity of 10,000 tons and dredging of the bay to a depth of 10 meters in the traffic channel.**

Water supply projects will be carried out over a 3½ year period in 200 communities (total population 1.6 million) by the Fundaqao Servico Especial de Saude Publica (autonomous agency in charge of water supply and sanitary services throughout Brazil. Total cost of these projects of $24.6 million will be partially financed by the $12,250,000 Bank loan. In Salvador, the water supply project will be undertaken by the Superintendencia de Aguas e Esgotos do Reconcavo at a total cost of $4.7 million. The Bank's loan will finance $2,750,000 or 57% of this cost and local resources will provide the remainder. Project includes **completion of facilities at the supply source and at the principal intake line, installation of 200 miles of piping, new home connections and about 60,000 water meters.**

CANADA—The Quebec Minister of Public Works, Rene Saint Pierre, announced that the provincial government would finance the construction of a $35 million **6-lane suspension bridge across the St. Lawrence river near Quebec.** Over 20,000 tons of steel in various forms and 175,000 cubic feet of cement will go into the construction of the bridge.

Contract bidding for the several segments of the bridge will begin on Feb. 9, when the government will accept bids for two concrete support pilings for the suspension towers.

CHILE—The Inter-American Development Bank approved a loan equivalent to $15.5 million to Chile to help provide adequate **water systems for 39 Chilean cities and towns** with a population of nearly 1.5 million persons.

The loan is financing a project to improve and expand the systems in 28 cities, including 14 provincial capitals, among them Valparaiso, Antofagasta, La Serena, Copiapo and Punta Arenas. Total population of these cities is about 1.4 million persons, 700,000 of whom will be receiving adequate water service for the first time. The improvement works are designed to serve a projected population of 2.2 million by 1985.

New systems will be built in 11 towns with a population of about 23,000 persons. These systems are designed to serve some 33,000 persons.

The program will be carried out over a period of 3½ years by the Ministry of Development and Public Works through its Direccion de Obras Sanitarias, the agency in charge of planning, building and administering sanitary facilities of supervising municipal and privately-owned water systems.

The program is part of the 1965-70 Sanitary Works Plan prepared by the Direccion which calls for the improvement or installation of water supply systems in 100 Chilean cities with more than 1,000 inhabitants.

The Bank loan will finance 60% of the cost of the program and the Chilean Government

will provide the remainder. Loan **proceeds will be used to purchase pipes, water meters and supplementary equipment; to finance part of the construction costs; to provide technical assistance services.**

COLOMBIA—A loan equivalent to $1 million to help **improve and expand the School of Engineering** of the Universidad de los Andes in Bogota, Colombia was approved by the Inter-American Development Bank.

The project calls for the **construction of a new building for the school; the purchase of laboratory and research equipment; the acquisition of books and magazines for the library; the provision of fellowships for study abroad for faculty members and outstanding post-graduate students; the hiring of additional full-time professors, and the provision of technical assistance.**

Total estimated cost of the project is $1,948,000. The Bank loan will finance 51%, the University 23% and the Ford Foundation 26%. A substantial portion of the University contribution will be devoted to improving faculty salaries.

FINLAND—The Finnish firm Oy Polarpak Ltd., Hameenlinna, a subsidiary and Huhtamaki-Yhtyma Oy, Helsinki, will build a **paperboard converting plant** producing paperboard containers. Volume of the plant will be 24,550 cubic meters.

Manufacturers of packaging machinery for producing paper cups, cylindrical cardboard containers with tin plate bottoms and paper plates are requested to communicate directly with the company.

HONDURAS—Approval of a technical assistance loan equivalent to $375,000 was announced by the Inter-American Development Bank to help implement its **National Plan for Economic and Social Development in in the 1965-69 period.**

The loan, extended from the Bank's Fund for Special Operations, will be utilized by the Consejo Superior de Planificacion Economica to hire consultants to assist in coordinating sectoral programs and formulating and executing specific development projects contained in the plan.

The Consejo is the Honduran national agency in charge of formulating the integral development of the country.

The consultants, who will be hired for a three-year period, will include specialists in the fields of agricultural and livestock development; programming and coordination of public investment; transportation and telecommunications; electric power; urban and rural water supply systems; vocational and technical education, and public health, medical care and preventive medicine.

Total cost of the project is estimated at $546,000. The loan, which will be devoted to the foreign currency costs, will cover 69% of this sum and the remainder will be financed by the Honduran Government.

HONG KONG—The Town Planning Board has proposed a plan for the **development of the Tsim Sha-Tsoi District (southern tip of the Kowloon peninsula).** This plan, if implemented would affect Hong Kong's land use and communication pattern in that district and considerably change the present face of the tip of Kowloon.

The main proposals are these:

Future utilization of land on the Hung Hom reclamation; removal of the existing Kowloon-Centon Railway terminal to the Hung Hom reclamation; development over the new railway terminal of a new bus terminus and ferry concourse, Government and community facilities, commercial uses and housing; provision for the new cross harbor tunnel portal and plaza in the traffic complex west of the new railway terminal; development of the land which would become available with removal of the existing railway terminal and railway lines for residential, commercial public open spaces and Government purposes; development of Whitfield Barracks for public open spaces and residential and commercial purposes; provision of an improved major road system.

The plan must first be approved by the Governor-in-Council and then necessary funds must be voted by the Legislative Council for the public works involved.

U.S. engineering and construction firms can obtain a copy of the proposed plan for HK$25 from the Town Planning Council.

MEXICO—A loan of $110 million to provide the major part of the $145 million of external financing needed for Mexico's nation-wide 1965/66 **electric power programs** was extended by the World Bank. Mexico now has discussions underway with other countries, some at an advanced stage, for additional loans for the programs.

Loans from countries joining the World Bank in providing external financing will be used primarily to purchase equipment from successful bidders in these countries under international competitive bidding.

Demand for electricity in Mexico has increased at an average rate of 9.5% annually since 1960 and is expected to continue to grow at a high rate. The program for the two years is focused mainly on **expanding electric power transmission and distribution facilities** to meet the rapily rising demand and to make more effective use of generating capacity.

It includes the **completion of construction of generating plants** with a total generating capacity of 865,000 kilowatts, the **start of new plants** to be completed after 1966, the building of about 1,800 miles of **transmission lines and associated substation,** the **expansion of distribution networks and the first phase of a frequency standardization program.** Total estimated cost of the project is equivalent to about $300 million, about half being provided by Mexico from internal sources.

The Bank loan was made jointly to the Federal Electricity Commission and Nacional Financiera S.A. and carries the guarantee of Mexico. The Commission is an autonomous government agency charged with the development of electric power in Mexico; Nacional Financiera is an official financing institution of the Mexican Government.

The $110 million Bank loan includes $89 million for procurement of equipment, about $14.5 million for the estimated foreign exchange component of civil works, and about $6.5 million for interest during construction, consulting services, training, testing and special equipment.

PARAGUAY—The World Bank has approved a loan equivalent to $2,750,000 for the **expansion and improvement of port facilities at Asuncion,** the capital of Paraguay. Paraguay, a landlocked country, depends on a 1,000-mile river route as its outlet overseas markets and for the movement of a large part of its domestic trade.

Works to be undertaken at Asuncion, by far the largest port, will almost double the capacity of the port, achieve substantial savings through speeding up the turn-around time of vessels and improving the efficiency of cargo-handling, and materially contribute to the country's development by providing a better outlet for foreign trade.

The project being assisted by the Bank loan includes the **extension of the main quay by 1,050 ft.** in order to provide more berth space alongside and more cargoworking space ashore. This extension will nearly double the length of the existing quay. A pontoon wharf will be built to accommodate barges and other small craft. **Two transit sheds** with a total floor area of 75,000 square feet will be built on the extended quay. **New port operating equipment** such as fork lifts, tractors and other mechanized equipment will be procured, as will machine tools for the workshops and fire fighting equipment for the safety services. **Auxiliary works** to be undertaken include the relocation of a drainage creek which now obstructs operations, improvement of the port access road and paving of part of the port area, construction of water mains, sewers and a power transformer station.

The loan will be made to Administracion Nacional de Navegacion y Puertos (ANNP), recently established by the Government as an autonomous port authority responsible for the the construction and operation of ports and the maintenance and improvement of navigation channels throughout the country. The ANNP will carry out the project with the assistance of engineering and port operations consultants.

The project is expected to take four years to complete at a total cost of $3,950,000. The Bank loan will cover $2,750,000 of this amount, and the remaining costs will be met from the earnings of the port authority and a Government contribution. All contracts for construction and procurement of equipment will be awarded on the basis of international competition.

The Asuncion port project is closely related to the penetration roads, access roads, and main highways which the Bank and IDA have helped and are helping to finance. Primary functions of all these routes are to carry agricultural produce, forestry products and livestock to Asuncion, and to bring back imported goods, local manufactures and produce.

In addition to financing road development, the Bank is the Executing Agency of a U.N. Special Fund technical assistance grant for a study of the southern part of the country in order to select areas of large agricultural potentials and to draw up a plan of feeder road construction to facilitate future development of those areas. The study is now underway and is expected to be completed this year.

The United Nations Special Fund is also undertaking a study of the Paraguay River between Asuncion and the confluence of the Paraguay and Parana Rivers at Confluencia to determine the most appropriate method to improve the navigabiiity of shallow sections.

PERU—Plans have been announced for the construction of a **regional hospital** in Piura. Reportedly, tenders are to be issued soon by the FONDO Nacional de Salud y Bienestar Social, Avenido Salverry s/n, Lima.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated December unless noted otherwise.

American Firms, Subsidiaries and Affiliates—Austria.

Books, Magazines and Periodicals—Importers and Dealers—Australia, Jan. 1966.

Books, Magazines and Periodicals—Importers and Dealers—Brazil, Nov. 1965.

Books, Magazines and Periodicals—Importers and Dealers—The Netherlands.

Books, Magazines and Periodicals—Importers and Dealers—Spain.

Business Firms—Mali.

Chemicals—Importers and Dealers—Peru.

Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—Australia.

Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—France.

Electronic Equipment, Electron Tubes and Other Electronic Components and Accessories—Importers, Dealers and Manufacturers—Morocco.

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Australia, Jan. 1966.

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers and Dealers—Honduras.

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Thailand.

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Venezuela.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Trinidad and Tobago, Jan. 1966.

Jewelry, Silverware, Timepieces and Giftware—Importers and Dealers—Republic of South Africa.

Lumber, Plywood and Veneer—Importers, Agents and Exporters—India.

Machinery and Equipment, Except Electrical—Importers and Distributors—Venezuela.

Machinery and Equipment, Farm—Importers, Dealers and Manufacturers—United Kingdom.

Meat Packing, Sausage and Casings—Republic of South Africa.

Medicinal and Toilet Preparations—Importers, Dealers and Manufacturers—Mexico.

Provisions—Importers and Dealers—Japan.

Provisions—Importers and Dealers—Netherlands Antilles, Jan. 1966.

Sporting Goods, Toys and Games—Importers and Dealers—Costa Rica, Jan. 1966.

Tanneries—Turkey, Jan. 1966.

Textile Industry—Chile, Jan. 1966.

Significant Awards

CANADA—A list of firms awarded contracts by various Canadian Government agencies (Transport, Public Works, Defense) during September and October is available on loan to U.S. firms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. Att: C-22.

CEYLON—Ceylon Petroleum Corp. (CPC) has awarded contracts to the International Cooperative Petroleum Assoc. of New York, British Petroleum and Shell for automotive and industrial lubricants, greases and brake fluids, respectively.

DHAHRAN—The College of Petroleum & Minerals, Dhahran, recently signed a contract with the architectural firm of Caudill, Rowlett, and Scott of Houston, Texas, for the complete planning and design of the new and expanded campus to be built between Aramco's Dhahran camp and the Consulate General.

GREECE—By joint decision of the Ministers of Commerce and Industry, the contract for the supply, installation and commissioning of a complete 150 mw thermoelectric plant for the Aliveri power station of the Public Power Corp. (PPC) was awarded to the French firm Alsthom. Total value of the contract is 85,606,480 French Francs (100 F francs=$20.41) of which 3 million French Francs represent the value of spare parts. Above value will be settled against credits made available to Greece by France through the OECD Consortium.

The contract for the "Procurement and Installation of Instrumentation at the NATO Missile Firing Installations (NAMFI) in Crete" was signed recently between the Greek Ministry of National Defense and the U.S. firm, Bendix Corporation International whose bid was $8,625,667.

LIBYA—The Swiss firm, Holderbank, was awarded a consulting engineering contract valued at about $434,000 as prime contractor for the design and construction of a cement plant with an initial output of 300 metric tons for the Libyan Cement Company.

Tenders for equipment, electrical and civil engineering are expected to be announced in April. U.S. firms interested in participating or supplying equipment should write: Holderbank Engineering Co., Holderbank, Switzerland.

France temporarily reduces import duties on oranges

The French Government has temporarily reduced import duties on oranges, tangerines, and clementines (tariff number ex 08.02) imported from the U.S. and other non-Commonwealth nations.

The new temporary ad valorem duty rates, with normal rates in parentheses, are:

Oranges, from April 1 to Oct. 15—15% (15% to 29%); oranges, from Oct. 16 to Mar. 31—20% (22% to 30.5%); and tangerines and clementines—20% (30.5%).

U.S. advisers study Brazil's steel needs

World Bank finances probe of industry's expansion outlook

The World Bank and its affiliate, the International Finance Corporation (IFC), have joined the Government of Brazil in organizing a study to develop a comprehensive expansion program for the steel industry in Brazil. The World Bank will pay up to the equivalent of $420,000 to cover the foreign exchange costs of the study.

The Government has hired the U.S. firm of Booz, Allen & Hamilton International to undertake the study. Two other firms—Consultores de Empresas of Brazil and Auburn Associates of the United States—will be associated with the study.

The steel industry is of fundamental importance to Brazil's industrial development. Abundant and economically exploitable supplies of high-grade iron ore and a large and expanding market which permits an economic scale of production can be expected to provide a basis for an increasingly competitive steel industry in Brazil.

Steel consumption in Brazil has grown by about 10% annually since the end of the war and reached 3.4 million ingot tons in 1963. Consumption has remained around the 1963 level, but in the latter part of 1965 a substantial increase took place and further growth is expected to lead to a demand of about 8 million ingot tons in the early 1970's.

Steel production has grown even faster than consumption in the post-war period, at about 11% per year, and now covers between 80 and 90% of domestic demand.

The objective of the study is to assess the future demand for steel products in Brazil through 1972 and to recommend the most economical expansion program to meet such demand. The consultants will also carry out feasibility studies of plans to increase production of the three major steel plants of Cia. Siderurgica Nacional, Usinas Siderurgica de Minas Gerais S.A., and Cia. Siderurgica Paulista.

CANCELLED

The Pakistan Trade Fair, scheduled to be held March 5-April 15, has been cancelled, according to the U.S. Embassy in Karachi.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

U.S. Foreign Trade: January-June 1965. OBR 65-77. 22pp. Fourteen tables summarize the U.S. trade performance during the first half of 1965.

The Market for U.S. Scientific, Industrial and Technical Instruments and Equipment in France. OBR 65-78. 3pp. Reports favorably on the outlook for increased U.S. exports of this type of equipment to the French market.

Basic Data on the Economy of Lebanon. OBR 65-79. 11pp. Outlines the structure of the Lebanese economy, the financial system, the Government's encouragement of private industrial growth, transportation and communication systems, foreign trade, development planning, and general economic outlook.

Free World Production and Trade in Selected Household Appliances, 1961-63. OBR 65-80. 10pp. This booklet covers electric refrigerators, freezers, washing machines, vacuum cleaners, ranges, mixers and blenders, dishwashers and clothes dryers; along with gas cooking ranges, refrigerators and clothes dryers.

Basic Data on the Economy of India. OBR 65-81. 21pp. Contains the same types of information as OBR 65-79,

Foreign Trade Regulations of Iran. OBR 65-82. 7 pp. Describes the Iranian Government's trade policy, import tariff system, documentation and fee requirements, labeling, marking and packing regulations, special customs provisions, nontariff import controls, export controls, and U.S. controls affecting trade with

Foreign Trade Regulations of Cyprus. OBR 65-83. 5pp. Contains the same type of information as OBR 65-82, above.

Foreign Trade Regulations of Chile. OBR 65-84. 8pp. Contains the same type of information as OBR 65-82, above.

Scientific, Industrial, and Technical Instruments and Equipment in Japan. OBR 66-1. 5pp. Surveys the Japanese market for U.S. optical instruments and equipment; surveying, meteorological, geophysical and engineering instruments; laboratory and research equipment; aeronautical instruments; industrial indicating, reporting, and controlling instruments; electronic test equipment and detection and measuring instruments.

One more week

Effective February 1, the annual subscription price for the OBR series will be reduced to $13, and the additional cost for overseas mailing will be cut to $5 per year. Individual copies will still cost 15 cents.

***Commercial Exports Under AID Programs.* Published by the Agency for International Development, Washington, D.C. 40pp. Free.**

A simple non-technical booklet describing how U.S. businessmen can participate in the export sales opportunities generated by AID-financed commodity procurement programs.

Write: Office of Material Resources, Agency for International Development, Dept. of State, Washington, D.C. 20523.

***1965 Yearbook and Trade Directory.* American-Israel Chamber of Commerce & Industry. 52pp. Free.**

The directory contains a breakdown of U.S.-Israel 1964 trade, by commodity, as well as articles on Israel's investment policy, the Israeli securities market, and Israel's balance of payments.

Write: American-Israel Chamber of Commerce & Industry, 250 West 57th Street, New York, N.Y. 10019.

Foreign Market Surveys

The most recent titles in the Business and Defense Administration's (BDSA) Foreign Market Survey series include:

Children's Clothing in Italy. 27pp. 25 cents.

Machine Tools and Other Metalworking Equipment in Spain. 37pp. 50 cents.

Corrosion Protection Methods and Materials in Sweden. 43pp. 50 cents.

Audio-Visual Equipment in the United Kingdom. 44pp. 50 cents.

Electroplating and Metal Finishing Equipment in the United Kingdom. 38pp. 50 cents.

Write: Sales and Distribution Section, U.S. Dept. of Commerce, Washington, D.C. 20230.

***Industrial Traffic Management* (4th Ed.) By Richard C. Colton and Edmund S. Ward. Published by the Traffic Service Corp., Washington, D.C. 583pp. $10.50.**

The authors have designed this practical handbook for both the experienced traffic executive and persons outside the immediate transportation field, such as purchasing agents, production and sales managers. A 98-page section studies export and import shipments from the transportation manager's point of view. It reviews financial procedures, export packaging, the ocean bill of lading, the through export bill of lading, inland rates and routing, ocean transportation routing, the American Merchant Marine, steamship conferences and ocean freight rates, air rates and routing, foreign freight forwarders and brokers, export and import customs procedures, and marine cargo insurance and claims.

Write: The Traffic Service Corp., Washington Bldg., Washington, D.C. 20005.

***Bradford's Directory of Marketing Research Agencies and Management Consultants in the U.S. and the World.* 11th ed. Ernest S. Bradford. Middleburg, Va. 192pp. $15.**

Newly updated directory containing the names and addresses of over 350 marketing research agencies in the U.S., Canada, and abroad. The service offered by each agency is shown, along with other pertinent data about the firm. An index of personnel and a classified service guide index are also included.

Write: Bradford's Directory of Marketing Research Agencies, P.O. Box 207, Middleburg, Va. 22117.

***Investment in Industry: Victoria, Australia.* Prepared by the Victoria Promotion Committee, Melbourne. 298pp. $7.**

This report is designed to present the potential overseas investor with sufficient background information to decide whether this Australian province rates a closer look as an investment site.

Several introductory chapters provide general information on the area, and are followed by chapters dealing with the outlook in specific industries.

Write: Sydney Morrell & Co., Inc., 32 East 57th Street, New York, N.Y. 10022.

***Enterprise in Latin America: Business Attitudes in a Developing Economy.* By Albert Lauterbach. Cornell University Press, Ithaca, New York. 248pp. $6.75.**

To learn the attitudes of enterprise managers in newly developing areas toward economic and social change and to determine their perception of their own role in this process, Albert Lauterbach interviewed more than 300 Latin American businessmen in ten countries. This book is the report of his findings.

After surveying the general social setting of business and management in Latin America, the author provides a detailed analysis of the results of his interviews. How enterprise managers perceive the characteristics of the population of their respective countries, how they see themselves as a functional economic group, how they regard their aims and activities in relation to the development needs of their nation, how they define the roles of government and of foreign investment and foreign aid in economic development—these are a few of the topics that the author discusses in depth.

Write: Cornell University Press, Ithaca, New York, 14851.

***West African Directory: 1965-66.* Thomas Skinner & Co., London. 672pp. About $6.**

A comprehensive directory containing fairly detailed basic economic information and trade directories of Cameroon, Dahomey, Gambia, Ghana, Guinea, Ivory Coast, Liberia, Mali, Niger, Nigeria, Portuguese Guinea, Senegal, Sierra Leone, Volta, Togo and the offshore islands. Other sections list shipping lines and ports, airlines and airports, and exporters to the Coast (by commodity).

A valuable general work for any international trader interested in the West African market.

Write: Thomas Skinner & Co., Ltd., St. Alphage House, Fore Street, London, E.C. 2.

***The Structure, Function and Law of a Free Trade Area.* By John S. Lambrinidis. Frederick A. Praeger, New York. 303pp. $12.50.**

The author discusses the purposes and objectives of the European Free Trade Association, explains its structure and the functions and procedures of the Council, the Secretary-General, the Secretariat, the Examining Bodies, and other organs.

Mr Lambrinidis contrasts EFTA with other supranational economic organizations, in particular, the European Economic Community (EEC) and the General Agreement of Trade and Tariffs (GATT); common problems are identified and different methods of resolving them are noted. The study considers problems peculiar to the operation of a free trade area—tariffs and quotas, the rules-of-origin issue, deflections of trade, rules of competition, including restrictive commercial practices, government aids, dumping, and the position of public corporations.

Write: Frederick A. Praeger, Inc., 111 Fourth Ave., New York, N.Y. 10003.

To Europe via New York

The Port of New York Authority has published a manual on how to do international business through the New York-New Jersey harbor. It's available to business concerns in international trade, and includes a complete list of American foreign trade definitions.

Copies of the 50-page "Trade Services Directory for Europe" may be obtained from the Port Promotion Division, The Port of New York Authority, 111 Eighth Ave., New York, N.Y. 10011.

***World Exhibits 1966.* Graphointer Publications, Athens. Approx. 400 pp. $5. ($8.40 airmail postpaid).**

The third edition of this annual guidebook includes 1500 trade fairs and exhibitions as well as specialized shows from 55 countries, listed with details regarding attendance, exhibit space, participation, general features, organisers' addresses, and other useful information under geographical, chronological and classified sections.

Write: Graphointer Publications, 4 Stadiou St., Athens (133) Greece.

***The Financial Post's Survey of Markets: 1965-66.* Edited by B. M. Hamilton. MacLean-Hunter Publishing Co., Ltd., Toronto. 308pp. $6.**

An annual market survey of the economic facts of Canada's provinces, cities and towns, plus special reviews of the major economic and business indicators of the nation.

This year's special features include: a table showing 1964 retail sales in six leading industries (grocery, clothing, furniture, hardware, drugs and automobile); a division of the industry section into primary and service industries; and a special insert map showing the census divisions in each province.

Write: The Financial Post, 481 University Ave., Toronto 2, Canada.

***Latin American Trade Patterns.* By Donald W. Baerresen, Martin Carnoy, and Joseph Grunwald. Brookings Institution Research Report No. 38. Washington, D.C. 328pp. $6.**

The Brookings study presents a comprehensive collection of data about trade among members of the Latin American Free Trade Association and between the association (LAFTA) and the rest of the world. Historically, the study points out, Latin American nations have not been accustomed to exporting to each other and have depended instead on nations outside the region for more than 90% of their trade.

Since the establishment of LAFTA in 1961, intra-regional trade has increased from about 8 to 10% of total Latin American trade. Nevertheless, much more than tariff reduction of the type provided in the LAFTA treaty is needed before old habits of looking toward the outside world are changed.

This study analyzes LAFTA after four years, reviewing its progress, goals, and the obstacles to achieving them.

Write: The Brookings Institution, 1775 Massachusetts Ave., NW. Washington, D.C. 20036.

***Accelerating Development: The Necessity and the Means.* By Lauchlin Currie. McGraw-Hill Series in International Development. 248pp. $7.50.**

This manuscript was awarded first prize by a panel of judges nominated by the Society for International Development, as the best book on development submitted from a developing country.

In Part I the author examines what he calls the inadequacy of present types of planning and programming; points up the growing gravity of the problem and constructs a theory for a development breakthrough. Part II consists of comparing Colombian policies and programs since 1949 with the goals, diagnosis and strategy developed in Part I.

Write: McGraw-Hill Book Information Service, 327 West 41st Street, New York, N.Y. 10036.

***Foreign Capital Investments in Spain —Rules and Regulations.* Ministry of Finance, Office of Information, Madrid. Free.**

A complete listing and detailed explanation of the rules and regulations covering investment in Spain, taxation, and repatriation of profits.

Write: Ministry of Finance, Office of Information, Madrid, Spain.

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Calendar *for international traders*

ATLANTA—Jan. 27—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

ATLANTA—Feb. 10—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

AURORA, ILL.—Feb. 9—In-Office Meeting for New Exporters, Chamber of Commerce.

BALTIMORE—Jan. 25—"In-Office" Seminar Export Conference. Maryland National Bank. Sponsors: Field Office, Department of Commerce; REEC.

BOSTON—Feb. 14—Course in International Marketing, first of five weekly sessions, 3:30 p.m., International House. Sponsor: World Trade Center in New England, Inc.

BUFFALO, N.Y.—Jan. 27-28—Businessmen's Consultations with Calvin C. Berlin, Asst. Commercial Attache, Buenos Aires, Field Office.

CAMBRIDGE, MASS.—Feb. 10—International Trade Assn. of New England, Inc., dinner meeting, Charter House Hotel.

CEDAR FALLS, IOWA—Feb. 2—Chamber of Commerce, Foreign Trade Bureau, monthly meeting, 10 a.m., Chamber of Commerce.

CHICAGO—Feb. 8—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Feb. 10—International Trade Club, luncheon, 12:15 p.m., Sherman House.

CHICAGO—Feb. 12—In-Office Meeting for New Exporters, Field Office.

CHICAGO—Feb. 16—Chicago-Midwest Credit Assn., La Salle Hotel.

CINCINNATI—Jan. 28—Export Workshop, 10-11 a.m., Field Office. Sponsor: REEC.

CLAYTON, MO.—Feb. 15—"Show You" Export Workshop, Insurance Co. of North America. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

CLEVELAND—Jan. 25—In-Office Workshop, 10:30 a.m., Field Office. Luncheon, 12 noon, Speaker: Calvin Berlin, Asst. Commercial Attache, Buenos Aires.

DALLAS—Jan. 25—In-Office Export Expansion Workshop, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

KANSAS CITY, KAN.—Jan. 25—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, KAN.—Feb. 15—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, MO—Feb. 8—Meeting for New Exporters, 6 p.m., Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Feb. 8—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Feb. 10—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

LAKE CHARLES, LA.—Feb. 10—Export Conference. Speaker: Marvin W. Melton, Member of U.S. Trade Mission to Ethiopia, Sudan, Somalia. Sponsors: REEC; Lake Charles Assn. of Commerce; Field Office, Department of Commerce.

LOS ANGELES—Jan. 28—In-Office Export Expansion Seminar, 9:30 a.m., Field Office. Sponsor: Field Office, Department of Commerce.

MEDIA, PA.—Jan. 25—Delaware County Chamber of Commerce, dinner meeting and export expansion workshop, 5:45 p.m., Towne House.

MILWAUKEE—Feb. 15—World Trade Club, Wisconsin Club.

MINNEAPOLIS—Jan. 25—Trade and Investment in Israel Luncheon, 12 noon, Sheraton Ritz Hotel. Sponsors: Chamber of Commerce; Israeli Consulate, Chicago; Minnesota World Trade Assn.; Field Office, Department of Commerce.

MINNEAPOLIS—Jan. 26—Foreign Credit & Collections Chapter, 7:45 a.m., Normandy Hotel.

MINNEAPOLIS—Jan. 31—Norwegian-American Trade Luncheon, 12 noon, Radisson Hotel. Sponsors: Chamber of Commerce; Norwegian Consulate; Minnesota World Trade Assn.; Field Office, Department of Commerce; REEC.

NASHVILLE—Jan. 25—"First Step" Export Workshop, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Field Office, Department of Commerce.

NASHVILLE, TENN.—Jan. 25—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia, Singapore, Hong Kong, Capitol Park Inn. Speaker: **Roy F. Gootenberg, Bureau of International Commerce.** Sponsors: Middle Tennessee Exporters' Roundtable; Field Office, Department of Commerce.

NEW YORK—Jan. 25—Foreign Market Forecasting Seminar, Hotel Biltmore. Sponsor: Economic Index & Surveys, Inc.

PHILADELPHIA—Jan. 26—In-Office Conference on Financing Exports, Field Office.

PHILADELPHIA—Feb. 1—Credit Management Assn. of Delaware Valley, dinner meeting, 5:30 p.m., Vesper Club

PHILADELPHIA—Feb. 9—In-Office Conference on "Advertising in Export," Field Office.

PITTSBURGH—Jan. 25—World Trade Council, Chamber of Commerce of Greater Pittsburgh and REEC, Export Counseling Program, 1-5 p.m., Chamber Board Room.

PITTSBURGH—Feb. 2—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia, Singapore and Hong Kong, Field Office.

PITTSBURGH—Feb. 3—Businessmen's Consultations with Calvin C. Berlin, Asst. Commercial Attache, Buenos Aires, Field Office.

PROVIDENCE, R.I.—Jan. 24—"Import Course," first of seven weekly sessions, Bryant College. Sponsors: World Trade Committee, Greater Providence Chamber of Commerce; Field Office, Department of Commerce; Bureau of Customs; REEC.

PROVIDENCE, R.I.—Feb. 15—World Trade Club, dinner meeting, Johnson's Hummocks Restaurant.

ROCKFORD, ILL.—Feb. 15—In-Office Meeting, 8 p.m., Central Illinois Gas & Electric Bldg.

SAN FRANCISCO—Jan. 26—Businessmen's Consultations with members of U.S Trade Mission to Malaysia, Singapore, Hong Kong, Fairmont Hotel. Sponsors: Field Office, Department of Commerce; San Francisco Area World Trade Assn.

SANTURCE, P.R.—Jan. 28—International Trade Seminar on FCIA and Export Financing, 9 a.m., Banco Popular Center. Sponsor: REEC.

SCRANTON, PA.—Feb. 2—International Traders Club, monthly meeting, 12:15 p.m., Chamber of Commerce.

ST. LOUIS—Jan. 25—"Show You" Export Workshop. World Trade Center, University City. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club; University City Chamber of Commerce.

ST. LOUIS—Jan. 27—World Trade Club, monthly dinner meeting, "Port of Mobile Night," Bel Air East Motel.

ST. LOUIS—Feb. 8—"Show You" Export Workshop, Mercantile Trust Co. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

WEST HEMPSTEAD, N.Y.—Jan. 26—Round Table "Profits in Exports" Meeting, Meadow Brook National Bank. Sponsors: Meadow Brook National Bank; Field Office, Department of Commerce; REEC.

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